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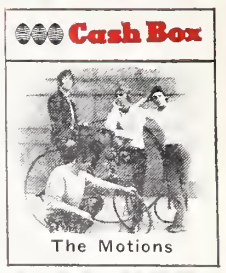
Cash Box

December 17, 1966



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FRONT COVER: AND ALONG CAME THE ASSOCIATION

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Cash Box

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Disk Industry—1966

The past few issues of **Cash Box** have told the major story of 1966. While there were other developments of considerable importance when the long-range view is taken into account, the record business is still a business and its well-being boils down to sales and profits. Year end financial wrap-ups being submitted by various companies are rosy indeed; many labels have continued to show gains over highly gratifying showings in past years; significant, too, is the fact that some companies pulled out of the doldrums to sound 1966 on a happy financial note, "the best year in history," as the headlines and lead sentences pronounce.

All through the year, the trade has received a number of indications of this better-than-ever climax, from strong quarterly and half-year results to RIAA-certified gold record awards being made with happy abandon to a remarkable spread of companies. That $1 billion industry predicted for the early 1970's is receiving a big boost from 1966.

Perhaps a clue to this glowing sales-profit story of 1966 can be found in the remarkable turnabout that saw American artists and songs slow down considerably the onslaught of sounds made-in-England, thus limiting costly and not-always-profitable deals between U.S. and English companies. Not only did these acts dominate American chart listings, but foreign sales honor-rolls as well. Latter-wise, American companies were in a position to make a good deal or two!

Speaking of deals, 1966 was marked by a continuing merger of various industry factors, not merely on a horizontal level (label purchases of labels), but vertical as well (ABC's purchase of a wholesaler, New Deal). Replying, it seems, with a philosophy of turnabout-is-fair-play, a number of wholesalers began the distribution of their own record labels.

A newer development, a logical outgrowth of the hit output of indie producers, saw the establishment of record companies by indie production firms, with merchandising and, in many cases, administrative functions being performed by larger disk operations.

As 1966 came to a close, there remained an area of uncertainty. This is the field of tape cartridges, designed at first to enhance the time spent in autos and, more importantly, viewed later as a new addition to home libraries. With all labels of consequence making the meat of their catalogs available to the cartridge market, some companies were gratified with their share of this small market (less than 1% of total sales); others were still awaiting a hoped-for boom.

As far as disk sales were concerned, 1966 was a boom year, and by year's end labels in one way or another were preparing for a showing in 1967 that would earn a better-than-ever success story.

Cash Box TOP 100

DECEMBER 17, 1966

		12/10	12/3
1	**WINCHESTER CATHEDRAL** NEW VAUDEVILLE BAND-Fontana-1562	1	3
2	**GOOD VIBRATIONS** BEACH BOYS-Capitol-5676	2	2
3	**MELLOW YELLOW** DONOVAN-Epic-10098	6	7
4	**DEVIL WITH A BLUE DRESS ON & GOOD GOLLY MISS MOLLY** MITCH RYDER & DETROIT WHEELS-New Voice-817	4	4
5	**LADY GODIVA** PETER & GORDON-Capitol-5740	5	8
6	**YOU KEEP ME HANGIN' ON** SUPREMES-Motown-1101	3	1
7	**BORN FREE** ROGER WILLIAMS-Kopp-767	8	9
8	**STOP STOP STOP** HOLLIES-Imperial-66214	9	10
9	**THAT'S LIFE** FRANK SINATRA-Reprise-531	11	17
10	**I'M A BELIEVER** MONKEES-Colgems-1002	20	82
11	**I'M READY FOR LOVE** MARTHA & THE VANDELLAS-Gordy-7056	13	13
12	**I'M YOUR PUPPET** JAMES & BOBBY PURIFY-Bell-648	7	6
13	**SUGAR TOWN** NANCY SINATRA-Reprise-527	23	41
14	**IT TEARS ME UP** PERCY SLEDGE-Atlantic-2358	14	15
15	**(I KNOW) I'M LOSING YOU** THE TEMPTATIONS-Gordy-7057	16	29
16	**A PLACE IN THE SUN** STEVIE WONDER-Tamla-54139	19	23
17	**A HAZY SHADE OF WINTER** SIMON & GARFUNKEL-Columbia-43873	17	19
18	**COMING HOME SOLDIER** BOBBY VINTON-Epic-10090	24	37
19	**WHISPERS** JACKIE WILSON-Brunswick-55300	21	24
20	**MAME** HERB ALBERT-A&M-823	22	32
21	**TELL IT LIKE IT IS** AARON NEVILLE-Parlow-101	53	74
22	**MUSTANG SALLY** WILSON PICKETT-Atlantic-2365	35	44
23	**I'VE GOT THE FEELIN'** NEIL DIAMOND-Bang-536	25	31
24	**SINGLE GIRL** SANDY POSEY-MGM-13612	36	53
25	**I'M THE ONE YOU NEED** MIRACLES-Tamla-54140	26	30
26	**(I'M NOT YOUR) STEPPING STONE** MONKEES-Colgems-1002	37	—
27	**IT'S ONLY LOVE** TOMMY JAMES & SHONDELLS-Roulette-4710	33	42
28	**PANDORA'S GOLDEN HEEBIE JEEBIES** THE ASSOCIATION-Valiant-755	30	40
29	**TALK TALK** MUSIC MACHINE-Original Sound-61	38	48
30	**I NEED SOMEBODY** ? (QUESTION MARK) & MYSTERIANS-Cameo-441	39	49
31	**CRY** RONNIE DOVE-Diamond-214	40	59
32	**MONEY (PART II)** JR. WALKER-Soul-35026	32	39
33	**KNOCK ON WOOD** EDDIE FLOYD-Stax-194	31	33
34	**POOR SIDE OF TOWN** JOHNNY RIVERS-Imperial-66205	10	5
35	**WORDS OF LOVE** MAMAS & PAPAS-Dunhill-4057	64	83
36	**LAST TRAIN TO CLARKSVILLE** MONKEES-Colgems-1001	12	11
37	**RAIN ON THE ROOF** LOVIN' SPOONFUL-Koma Sutra-216	15	12
38	**COMING ON STRONG** BRENDA LEE-Decca-32018	18	18
39	**HOLY COW** LEE DORSEY-Amy-965	29	34
40	**HAPPENINGS TEN YEARS TIME AGO** YARDBIRDS-Epic-10094	45	55
41	**HELP ME GIRL** OUTSIDERS-Capitol-5759	46	60
42	**RUN, RUN, LOOK & SEE** BRIAN HYLAND-Philips-4040	49	56
43	**I'VE PASSED THIS WAY BEFORE** JIMMY RUFFIN-Soul-35027	65	—
44	**I (WHO HAVE NOTHING)** TERRY KNIGHT & PACK-Lucky Eleven-230	55	69
45	**BUT IT'S ALRIGHT** J. J. JACKSON-Calla-119	43	26
46	**GOOD THING** PAUL REVERE & RAIDERS-Columbia-43907	62	72
47	**YOU CAN BRING ME ALL YOUR HEARTACHES** LOU RAWLS-Capitol-5790	51	64
48	**TRY A LITTLE TENDERNESS** OTIS REDDING-Volt-141	58	71
49	**SYMPHONY FOR SUSAN** ARBORS-Date-21529	50	52
50	**GAMES THAT LOVERS PLAY** EDDIE FISHER-RCA-8956	41	43
51	**HELP ME GIRL** ANIMALS-MGM-13636	59	80
52	**PLEASE DON'T EVER LEAVE ME** CYRKLE-Columbia-43871	54	61
53	**EAST WEST** HERMAN'S HERMITS-MGM-13639	68	—
54	**HOORAY FOR HAZEL** TOMMY ROE-ABC Paramount-10852	27	20
55	**TELL IT TO THE RAIN** 4 SEASONS-Philips-40412	67	—
56	**SHE COMES TO ME** CHICAGO LOOP-Dyna Voice-226	44	47
57	**SNOOPY VS THE RED BARON** ROYAL GUARDSMEN-Laurie-3366	79	—
58	**STANDING IN THE SHADOW OF LOVE** FOUR TOPS-Motown-1102	—	—
59	**I FOOLED YOU THIS TIME** GENE CHANDLER-Checker-1155	70	81
60	**HAVE YOU EVER LOVED SOMEBODY** SEARCHERS-Kapp-783	61	65
61	**GEORGY GIRL** SEEKERS-Capitol-7556	72	—
62	**(HE'S) RAINING IN MY SUNSHINE** JAY AND THE AMERICANS-United Artists-50094	63	70
63	**GHOST RIDERS IN THE SKY** BAJA MARIMBA BAND-A&M-824	69	75
64	**WHERE WILL THE WORDS COME FROM** GARY LEWIS-Liberty-55933	76	—
65	**NASHVILLE CATS** LOVIN' SPOONFUL-Kama Sutra-219	—	—
66	**THERE'S GOT TO BE A WORD** INNOCENCE-Kama Sutra 214	77	84
67	**98.6** KEITH-Mercury-72639	73	85
68	**WE AIN'T GOT NOTHIN' YET** BLUES MAGOOS-Mercury-7622	82	94
69	**BAD MISUNDERSTANDING** CRITTERS-Kapp-793	74	78
70	**GOODNIGHT MY LOVE** HAPPENINGS-B. T. Puppy-523	75	—
71	**I WANNA MEET YOU** CRYAN' SHAMES-Columbia-43836	71	73
72	**EGGPLANT THAT ATE CHICAGO** DR. WEST'S MEDICINE JUNK BAND-Go-Go-100	78	86
73	**STAND BY ME** SPYDER TURNER-MGM-13617	85	—
74	**THE GIRL THAT STOOD BESIDE ME** BOBBY DARIN-Atlantic-2365	83	—
75	**THE WHEEL OF HURT** MARGARET WHITING-London-101	57	50
76	**KARATE** EMPERORS-Mala-534	87	—
77	**GOING NOWHERE** LOS BRAVOS-Press-60003	80	87
78	**LET THE GOOD TIMES IN** DEAN MARTIN-Reprise-538	88	—
79	**ALVIN'S BOO GA LOO** ALVIN CASH & REGISTERS-Mar V Lus-6014	81	88
80	**BLUE AUTUMN** BOBBY GOLDSBORO-UA-50087	91	93
81	**GALLANT MEN** SENATOR DIRKSEN-Capitol-5085	—	—
82	**MAMA** CHER-Imperial-66223	—	—
83	**PUSHIN' TOO HARD** SEEDS-GNP-372	84	90
84	**PAPA WAS TOO** JOE TEX-Dial-4051	89	—
85	**LOOK WHAT YOU'VE DONE** POZO SECO SINGERS-Columbia-43927	—	—
86	**I'M GONNA MISS YOU** ARTISTICS-Brunswick-5530	90	—
87	**WISH ME A RAINBOW** GUNTER KALLMANN-4 Corners-138	100	—
88	**I HAD TOO MUCH TO DREAM (LAST NIGHT)** THE ELECTRIC PRUNES-Reprise-532	—	—
89	**ARE YOU LONELY FOR ME** FREDDIE SCOTT-Shout-207	—	—
90	**COMMUNICATION BREAKDOWN** ROY ORBISON-MGM-13634	96	—
91	**IF YOU GO AWAY** DAMITA JO-Epic-5-10061	93	—
92	**THERE'S SOMETHING ON YOUR MIND** BABY RAY-Imperial-66216	95	100
93	**QUESTIONS AND ANSWERS** IN CROWD-Viva-604	94	—
94	**SHADOW OF YOUR SMILE** BOOTS RANDOLPH-Monument-976	—	—
95	**GREEN GREEN GRASS OF HOME** TOM JONES-Parrot-40009	—	—
96	**BABY WHAT I MEAN** DRIFTERS-Atlantic-2366	97	—
97	**HELLO HELLO** SOPWITH CAMEL-Kama Sutra-217	98	—
98	**YOU GOT ME HUMMIN'** Sam & Dave-Stax-204	99	—
99	**JUST ONE SMILE** GENE PITNEY-Musicor-1219	100	100
100	**I'M YOUR BREAD MAKER BABY** SLIM HARPO-Excello-2282	—	—
100	**THE PROUD ONE** FRANKIE VALLI-Philips-40407	—	—
100	**WACK WACK** YOUNG HOLT TRIO-Brunswick-55305	—	—

ALPHABETIZED TOP 100 (INCLUDING PUBLISHERS AND LICENSEES)

A Hazy Shade Of Winter (Charing Cross BMI) 17
A Place In The Sun (Motown BMI) 16
Alvin's Boo Ga Loo (Vapac BMI) 79
Are You Lonely For Me (Web IV) B9
Baby What I Mean (Unart BMI) 96
Bad Misunderstanding (Kama Sutra Music BMI) ... 69
Blue Autumn (Unart BMI) B0
Born Free (Screen Gems, Columbia BMI) 7
But It's Alright (Tamelrosa BMI) 4S
Coming Home Soldier (Feather BMI) 1B
Coming On Strong (Moss, Rose BMI) 38
Communication Breakdown (Acuff, Rose BMI) 90
Cry (Shapiro Bernstein ASCAP) 31
Devil With A Blue Dress (Jobete, Venice BMI) ... 4
East West (Man Ken BMI) S3
Eggplant That Ate Chicago (Borscht BMI) 72
Gollant Men (Chappell ASCAP) B1
Games That Lovers Play (Miller ASCAP) S0
Georgy Girl (Chappell ASCAP) 61
Ghost Riders In The Sky (Morris ASCAP) 63
Girl That Stood Beside Me (Chardon BMI) 74
Going Nowhere (April ASCAP) 77
Good Thing (Daywin BMI) 46
Good Vibrations (Sea Of Tunes BMI) 2
Goodnight My Love (Captain Marble BMI) 70
Green Green Grass Of Home (Tree BMI) 95
Happenings Ten Years Time Ago (Yardbirds, Leo Feist ASCAP) 40
Have You Ever Loved Somebody (Maribus BMI) 60
Hello, Hello (Great Honesty BMI) 97
Help Me Girl (Helios BMI) 41, 51
Holy Cow (Marsaint BMI) 39
Hooray For Hazel (Low Twi BMI) 54
I (Who Have Nothing) (Milky Way Trio, Cotillion BMI) 44
I Fooled You This Time (Cachand, Galinee BMI) S9
I Had Too Much To Dream (Last Night) (Newcomer BMI) ..... BB
I Need Somebody (Cameo Parkway BMI) 30
I Wanna Meet You (Destination BMI) 71
If You Go Away (E. B. Marks BMI) 91
I'm A Believer (Screen Gems, Columbia BMI) 10
I'm Gonna Miss You (Jalynne BMI) B6
(I Know) I'm Losing You (Jobete BMI) 1S
I'm Ready For Love (Jobete BMI) 11
I'm The One You Need (Jobete BMI) 25
I'm Your Bread Maker, Baby (Excelloses, Jamil BMI) 100
I'm Your Puppet (Fame BMI) 12
It Teors Me Up (Fame BMI) 14
It's Only Love (Tender Tunes BMI) 27
I've Got The Feelin' (Jalynne BMI) 23
I've Passed This Way Before (Jobete BMI) 43
Just One Smile (January BMI) 99
Karate (Wilson BMI) 76
Knock On Wood (East BMI) 33
Lady Godiva (Regent BMI) 5
Last Train To Clarksville (Screen Gems, Col. BMI) 36
Let The Good Times In (Smooth BMI) 78
Look What You've Done (Pocketful Of Tunes, Noma BMI) 85
Mama (When My Dollies Have Babies) (Chris Marc-Cotillion BMI) B2
Mame (E. H. Morris ASCAP) 20
Mellow Yellow (Donovan Ltd. BMI) 3
Money (Part II) (Jobete BMI) 32
Mustang Sally (Fourteenth Hour BMI) 22
Nashville Cats (Faithful Virtue BMI) 65
98.6 (Screen Gems, Columbia BMI) 67
Pandora's Golden Heebie Jeebies (Beechwood BMI) 2B
Papa Was Too (Tree BMI) B4
Please Don't Ever Leave Me (Chappell ASCAP) ... S2
Poor Side Of Town (Johnny Rivers BMI) 34
Proud One (Saturday, Seasons Four BMI) 100
Pushin' Too Hard (Neil, Seeds BMI) B3
Questions And Answers (Arch ASCAP) 93
Rain On The Roof (Faithful Virtue BMI) 37
(He's) Raining In My Sunshine (Greenlight BMI) .. 62
Run, Run, Look & See (Little Darlin', Low Twi BMI) 42
Shadow Of Your Smile (Miller ASCAP) 94
She Comes To Me (Tiger Music BMI) S6
Single Girl (Combine BMI) 24
Snoopy Vs. The Red Baron (Fuller, Sanphil, Windsong BMI) 57
Standing In The Shadow Of Love (Jobete BMI) .. SB
(I'm Not Your) Stepping Stone (Screen Gems, Columbia BMI) 26
Stop Stop Stop (Maribus BMI) ..... B
Stand By Me (Progressive BMI) 73
Sugar Town (Criterion BMI) 13
Symphony For Susan (Cati Kris BMI) 49
Talk Talk (Thrush BMI) 29
Tell It Like It Is (Orlap BMI) 21
Tell It To The Rain (Saturday, Seasons 4 BMI) ... 55
That's Life (4 Star TV BMI) 9
There's Got To Be A Word (Kama Sutra BMI) 66
There's Something On Your Mind (Mercedes BMI) 92
Try A Little Tenderness (Campbell, Connell, Robbins ASCAP) 4B
Wack Wack (Yo Yo BMI) 100
We Ain't Got Nothin' Yet (Ananga, Ranga BMI) 6B
Wheel Of Hurt (Roosevelt BMI) 75
Where Will The Words Come From (Viva BMI) ... 64
Whispers (Jolynne, BRC BMI) 19
Winchester Cathedral (Southern ASCAP) 1
Wish Me A Rainbow (Famous ASCAP) B7
Words Of Love (Trousdale BMI) 35
You Can Bring Me All Your Heartaches (Raw Lou BMI) 47
You Got Me Hummin' (Pronto-East BMI) 9B
You Keep Me Hanging On (Jobete BMI) 6

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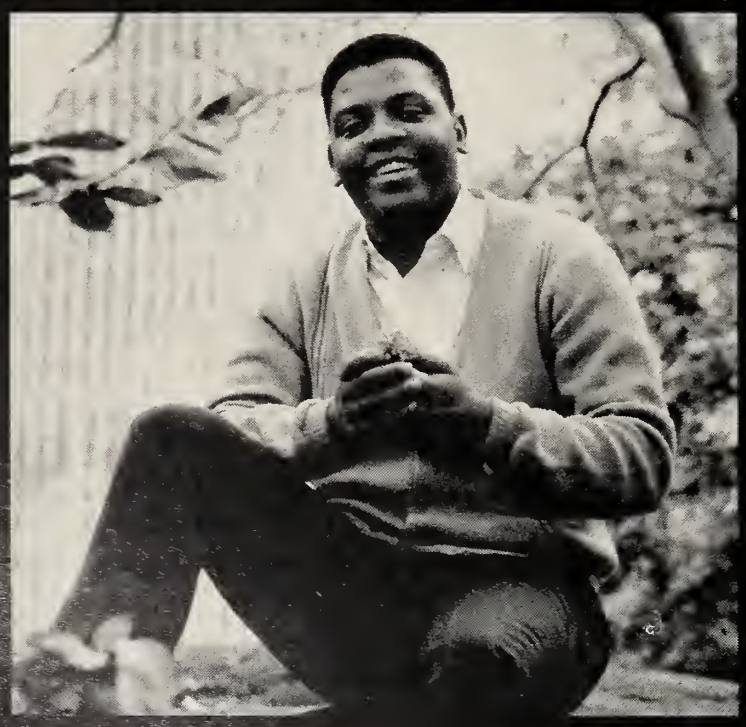

"[We're Gonna] Bring the Country to the City"

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THE METROS

"Sweetest One"

c/w "Time Changes Things" #8994

Two exciting singles, with the kind of sounds that blend right into the top twenty bag, make them a cinch to stir up big sales action.

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Valiant's May-Nov. Gross: $1.2 Mil

HOLLYWOOD—No small portion of the burgeoning bundle of highly successful and relatively new labels on the coast is Valiant Records, a firm which has, in the past six months, surged to a gross volume of more than $1,500,000 with sales of well over 2 million singles and 500,000 L.P.'s.

Label, which broke away from its association with Four Star Television last February, now has a new "Association" which is responsible for a grand share of the total. But Valiant's music publishing arm has also continued to flourish, adding a number of illustrious copyrights to the 600 already in the firm's catalog.

General manager Budd Dolinger recalls that the Association's first single ("One Too Many Mornings") released just a year ago this week, demonstrated promise for the short haired, ivy league hopsack-suited group which was, at the time, appearing locally at the Ice House, a spacious club located in a Salvation Army building in Glendale. The single sold extremely well in L.A. as habitues of the nitery stormed local record shops for the Dylan composition. Record climbed on L.A. charts but was lost nationally in the 1965 Xmas shuffle

"Mary" came along on March 18, Dolinger memorializes, a date which he commemorates with satisfaction since "Along Comes Mary" subsequently sold 600,000 establishing the group on a national scale. The so-called "follow-up" was "Cherish" which now has topped a million and a half in sales. And the first Association album is projected by Dolinger as a million dollar "gold" LP by the first of the year. "Cherish" has already received an award from the R.I.A.A. and the newest single "Pandora's Golden Heebie Jeebies" is riding high in the #28 slot in this week's CB.

Shelby Flint, one of the label's founding artists, is also enjoying her most successful year since she first hit national charts with "Angel On My Shoulder" (one of Sherman-DeVorzon's Music's copyrights) with "Cast Your Fate To The Wind" (a recent chart single) and a newly released LP.

VP and A&R chief Barry DeVorzon points to a streamlined stable of artists—Flint, the Association, and Dick and Don Addrissi as an example of the firm's selectivity in both product and performers. "The time and money that most people spend in developing four artists and records which have good potential, it seems to us, would be better spent on one artist and record which has great potential. This kind of artist and record does not come along often but, fortunately, we're now in a position where we can wait. Also, this selectivity provides greater fluidity in our release schedule. If that one master should come along, either from an indie producer or one of our own sessions, we could be servicing radio stations and stores within a week."

Valiant's president Billy Sherman, who also heads up the Sherman-DeVorzon (BMI) and BarBil Music (ASCAP) publishing divisions, points to an upsurge of activity for the pub side of the operation. "Currently a number of commanding artists

(Continued on page 51)

FRONT COVER:

The Association has been around for 21 months, the first 18 of which involved "getting tuned." The time was evidently well spent, for the Valiant vocal group has had three hit singles, one, "Cherish," an RIAA-gold record, and a smash LP, "And Then Along Comes the Association." A third single, "Pandora's Golden Heebee Jeebees," is number 28 on this week's Top 100. Shown in the inset (left to right) are Valiant execs Budd Dolinger (general manager), Bodie Chandler (A&R director), Barry DeVorzon (vp) and, seated, Billy Sherman (president). A wrap-up of the label's sales boom appears on this page.

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Sen. Dirksen: Newcomer On Top 100; 'Gallant' LP: 'Not Since Beatles'

NEW YORK—Record fans have voted overwhelmingly to make a disk star out of Senator Dirksen. The Republican lawmaker's Capitol single of "Gallant Men" shows up on the Top 100 this week, number 81 with a bullet.

But, that's not all. The LP counterpart to "Gallant Men" is running wild in pre-release activity, according to W. B. Tallant, Jr., vp and national sales manager of Capitol Records Distributing Corp. The label, he said, has already received orders for more than $1 million worth of the album prior to its release this week (12). "We haven't seen anything like the demand for the Dirksen LP since we introduced the first Beatles LP in Jan., 1964," Tallant stated. "Our biggest problem now is to supply stock on the LP. Five different manufacturing plants are pressing the LP, and we hope to supply most of the demand within the next two weeks."

The LP displays the Senator's famed fog-horn voice in narratives about the "American adventure," including recitations, against a background of full orchestral scoring, of Lincoln's "Gettysburg Address," "Pledge Of Allegiance" and "The Star-Spangled Banner."

Jagger-Richard Ink $1 Mil Writer Deal

NEW YORK—Mick Jagger and Keith Richard, the songwriting team responsible for the bulk of the Rolling Stones major hits, have signed a new American writing deal that will guarantee them $1,000,000 over the next three years. The deal was negotiated by Allen Klein, according to an announcement from Andrew Loog Oldham.

The guarantee against royalties for the writers-Stones members, was set through the firm Gideon Music, an affiliate of BMI. The Stones retain their British publishing firm, Mirage Music, which they own with Oldham.

Under the new deal, it was emphasized, Jagger and Richard will retain control of the copyrights, with the monies coming to them in the form of advances. This procedure is in direct contrast to at least one other prominent case in which the writers involved, though obtaining the same guarantee figure of $1,000,000, actually surrendered their rights to the songs.

Jagger and Richard have been successful with material not only for the Stones but for numerous other artists as well. They are the composers of "As Tears Go By," a hit last year for Marianne Faithful, as well as of "Satisfaction" by Otis Redding and "Sittin' On A Fence" by Twice As Much. In addition, Chris Farlowe's number-one hit, "Out Of Time," was produced, as well as written, by Mick Jagger.

Bell Label To Handle New York, Pala Labels From Greene-Stone Stable

NEW YORK—A label distribution deal between Charles Greene & Brian Stone and the Bell operation has been set, reports Larry Uttal, president.

The arrangement involves G&S's New York and Pala labels, a division of Greene-Stone Enterprises. The names York and Pala are familiar to the industry through various producing deals made by G&S. Now, Y and P will have separate label identities. While no artist roster has been named, the team intends to comb areas for talent, with strong attention to the west coast. A "maximum" promo and sales effort will support Y and P releases, Uttal said.

Beginning with their discovery and development of a promising singing team named Caesar & Cleo—whose names they changed to Sonny and Cher—two years ago, the activities of the young entrepreneurs have mushroomed. Today, with three publishing firms under their aegis, an assortment of million-seller albums and 45 rpm's and scores of merchandising deals, topping ownership of the York-Pala labels, the duo, well under 30 years of age, are well into earning their second million dollars.

Since Sonny & Cher—whom they still record but no longer manage—Greene-Stone have developed such musical personalities as: Bob Lind (of "Elusive Butterfly" fame); the Buffalo Springfield; and the Daily Flash. Most recently the young entrepreneurs have signed a producing contract with Noel Harrison.

Greene and Stone won three BMI awards in 1965 and skyrocketed their music publishing interests to the 33rd position among the entire roster of international BMI publishers.

Spectacular success was not always their trademark. Both New York born and friends since infancy, the two, only now in their mid-twenties, flop-

(Continued on page 50)

Columbia's Canadian Dist. To Take On Indie Labels

IT'S OFFICIAL: Bill Gallagher, Columbia Records vp, confirmed last week that Jack Gold will head the label's A&R activities on the west coast, as reported in last week's Cash Box. Gold, who has produced hit product by Bobby Goldsboro, Patty Duke, Ferrante & Teicher, the Four Esquires, the G-Clefs, the Echoes and the Tempos, among others, during his A&R years in the business, will report directly to Gallagher. He most recently directed A&R at United Artists Records.

SEE CHRISTMAS ACTIVITY LIST ON PAGE 50

Roker Leaving Imperial

HOLLYWOOD—Renny Roker, who for the past four years has handled promotion for Imperial both on the west and east coasts, has exited the labels with "no plans at present."

Most recent post with the Liberty organization was as national R&B promo exec for both Imperial and Minit labels, responsible, in part, for screening new material for Minit.

Prior to his assignments for the two labels he had handled promotion for Nat Cole out of New York.

Wolpin Exits Famous Jan. 1

NEW YORK—Ed Wolpin will leave his post as vp and general manager of Famous and Paramount Music, effective Jan. 1. Associated with the company for the past 20 years, Wolpin said his departure was of his own accord. He also said that he is presently solidifying deals for the soundtrack release of such upcoming Paramount Pictures releases as "Arrivederci Baby," "Warning Shot" (to be released on Liberty), "Funeral In Berlin," "Oh Dad, Poor Dad" and "El Dorado." He will announce his plans at a future date.

Ed Mathews Appointed Date's General Manager

NEW YORK—Ed Mathews has been named manager of Date Records, the Columbia Records affiliate, according to Jack Loetz, vp of Columbia Records Sales.

Mathews will be responsible to Loetz for the overall operation of Date, and he will insure the full exposure and exploitation of all Date product. In addition, Mathews will assume the full responsibility for selecting master acquisitions.

A subsid of Columbia Records, Date was organized late in 1965 as a releasing outlet for indie produced recordings. The label is currently enjoying chart activity with the single "A Symphony for Susan" by The Arbors and movement with another single, "Don't Go Out Into The Rain (You're Gonna Melt)" by The Seagulls. Date has jost released an LP

(Continued on page 51)

ED MATHEWS

LOOKING AHEAD

A compilation, in order of strength, of up and coming records showing signs of breaking into The Cash Box Top 100. List is compiled from retail outlets.

1 **SINCE I DON'T HAVE YOU**
(Bannyview—ASCAP)
Lou Christie (MGM 13623)

2 **I'LL BE HOME**
(Arc—BMI)
Platters (Musicor 1211)

3 **LOOK AT GRANNY RUN RUN**
(Ragmar, Rumbalero—BMI)
Howard Tate (Verve10464)

4 **SWEET LITTLE BABY BOY**
(Soil—BMI)
James Brown (King 6065)

5 **TINY BUBBLES**
(Granite—ASCAP)
Don Ho (Reprise 507)

6 **LITTLE BLACK EGG**
(Alison—ASCAP)
Nightcrawler (Kapp 709)

7 **KIND OF A DRAG**
Buckinghams (Musicland USA)

8 **I DON'T NEED NO DOCTOR**
(Baby Monica, Flomar—BMI)
Ray Charles (ABC Paramount 10865)

9 **I LOVE MY DOG**
(Spectorious—BMI)
Cat Stevens (Deram 7501)

10 **I'M GONNA MAKE YOU LOVE ME**
(Act III—BMI)
Dee Dee Warwick (Mercury 72638)

11 **YO YO**
(Lowery—BMI)
Billy Joe Royal (Columbia 4-43883)

12 **SLOW HOT WIND**
(Northridge—ASCAP)
Sergio Mendes (A&M 825)

13 **PEAK OF LOVE**
Bobby McClure (Checker 1152)

14 **HERE COMES MY BABY**
(Tree—BMI)
Perry Como (RCA Victor 447-0818)

15 **ANOTHER NIGHT**
(Blue Seas, Jac—ASCAP)
Dionne Warwick (Scepter 12181)

16 **WEDDING BELL BLUES**
(Celestial—BMI)
Laura Nyro (Verve Folkways 5024)

17 **WHAT IS SOUL**
(Pronta, East—BMI)
Ben E. King (Atco 6454)

18 **FULL MEASURE**
(Faithful Virtue—BMI)
Lovin' Spoonful (Kama Sutra 219)

19 **LONG HAIRED MUSIC**
(Sonkay, Aim—BMI)
Guise (Musicland 20011)

20 **LET'S FALL IN LOVE**
(Bourne—ASCAP)
Peaches & Herb (Date 1623)

21 **I DIG GIRLS**
(Meager—BMI)
J. J. Jackson (Calla 125)

22 **THE BEARS**
(Preacher—BMI)
The Fastest Group Alive (Valiant 754)

23 **HARD LOVIN' LOSER**
(Witmark—BMI)
Judy Collins (Elektra 45610)

24 **YOUR EVER CHANGIN' MIND**
(Gil—BMI)
Crispian St. Peters (Jamie 1328)

25 **WILD ANGELS**
(Dijon—BMI)
Arrows (Tower 267)

26 **BLUE SNOW NIGHT**
(Urag—BMI)
Gurus (U.A. 50089)

27 **CHEGANCA**
(Butterfield—BMI)
Walter Wanderly (Verve 10456)

28 **DON'T PASS ME BY**
(Street Car Music—BMI)
Big Maybelle (Ryac 1969)

29 **WHERE DID ROBINSON CRUSOE GO WITH FRIDAY ON SATURDAY NIGHT?**
(Mills, Warach—ASCAP)
Ian Whitcomb (Tower 274)

30 **LET LOVE COME BETWEEN US**
(Galica—BMI)
Rubber Band (Columbia 43796)

31 **IN A DUSTY OLD ROOM**
(Metric—BMI)
Noel Harrison (London 20017)

32 **MY BABY'S GONE**
(Web IV—BMI)
Donald Height (Shout 204)

33 **THE TRAMP**
Lowell Fulsom (Kent 456)

34 **YOU'RE EVER CHANGIN' MIND**
(Gil—BMI)
TAKIN' THE BACK ROADS
(Tridon—BMI)
Trini Lopez (Reprise 536)

35 **WE CAN MAKE IT IF WE TRY**
(Screen Gems, Columbia—BMI)
Neil Sedaka (RCA Victor 9004)

36 **CHILDREN OF ST. MONICA**
(Let It Happen—BMI)
Don Grady (Canterbury 501)

37 **ALL**
(E. B. Marks—BMI)
James Darin (Warner Brothers 5874)

38 **WALK TALL**
(Miller—ASCAP)
2 of Clubs (Fraternity 975)

39 **SOCIETY'S CHILD**
(Dialogue—BMI)
Janis Ian (Verve Folkways 5027)

40 **FORTUNE TELLER**
(Minit—BMI)
Hard Times (World Pacific 77851)

41 **BABY WON'T YOU LET ME TELL YOU HOW I LOST MY MIND**
(Mantra—BMI)
Spike Drivers (Reprise 535)

42 **SOUL SUPERMAN**
(Millbridge, Polaris—BMI)
Hesitations (Kapp 790)

43 **IT'S BEEN A CHANGE**
(Stable—BMI)
Stable Singers (Epic 10104)

44 **MERCY, MERCY**
(Zawinul—BMI)
Cannon Ball Adderly (Capitol 5798)

45 **AT THE PARTY**
(Twin—BMI)
Hector Rivera (Barry 101)

46 **SOUL SISTER**
(Chekaway—BMI)
Four Gents (HBR 509)

47 **OH YEAH!**
(Cardan—BMI)
Joe Cuba Sextet (Tico 490)

48 **WALK WITH FAITH IN YOUR HEART**
(Tee Pee—ASCAP)
Bachelors (London 20018)

49 **COME BY HERE**
(Vee Vee—BMI)
Inez & Charlie Fox (Musicor 1201)

50 **AS TIME GOES BY**
(Harms—ASCAP)
Ace Cannon (Hi 2117)

Marching All the Way to Hitsville!

Major Lance has another R&B smash hit with his latest single, grooved in the tradition of "Um, Um, Um, Um, Um, Um" and "The Monkey Time."

Major Lance
"Ain't No Soul (In These Old Shoes)"
4-7266

Okeh

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HOW TO CATCH A GIRL

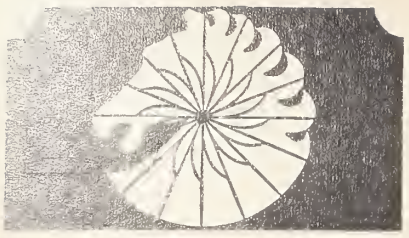
B/W THE LOVE YOU LEFT BEHIND... K-13649

THE BRAND NEW PYRAMID-BUILDER BY

SAM THE SHAM & THE PHARAOHS

PRODUCED BY: STAN KESLER PERSONAL MANAGEMENT: LEONARD STOGEL & ASSOCIATES, LTD.

MGM Records is a division of Metro-Goldwyn-Mayer Inc.



Bobby Moore

TRY MY LOVE AGAIN

CHECKER 1156

Bo Diddley

OOH BABY

CHECKER 1158

Bobby McClure

PEAK OF LOVE

CHECKER 1152

Gene Chandler

I FOOLED YOU THIS TIME

CHECKER 1155

Andrea Davis

LONELY GIRL

CHESS 1980

Cash Box RADIO ACTIVE CHARTS

A survey of key radio stations in all important markets throughout the country to determine by percentage of those reporting which releases are being added to station play lists this week for the first time and also the degree of concentration combining previous reports. Percentage figures on left indicate how many of the stations reporting this week have added the following titles to their play list for the first time. Percentage figures on right include total from left plus the percentage title received in prior week or weeks. (SURVEY COMPLETED TO NOVEMBER 30, 1966)

% OF STATIONS ADDING TITLES TO PROG. SCHED. THIS WEEK	TITLE	ARTIST	LABEL	TOTAL % OF STATIONS TO HAVE ADDED TITLES TO PROG. SCHED. TO DATE
46%	Tell It To The Rain	Four Seasons	Philips	90%
45%	Standing In The Shadows Of Love	4 Tops	Motown	45%
43%	Where Will The Words Come From	Gary Lewis	Liberty	76%
42%	Nashville Cats	Lovin' Spoonful	Kama Sutra	42%
40%	Snoopy Vs. The Red Baron	Royal Guardsmen	Laurie	74%
38%	I've Passed This Way Before	Jimmy Ruffin	Soul	83%
36%	(I'm Not Your) Stepping Stone	Monkees	Colgems	62%
34%	Gallant Men	Senator Everett Dirkson	Capitol	34%
31%	Wish Me A Rainbow	Gunther Kallmann	4 Corners	31%
30%	East West	Herman's Hermits	MGM	69%
29%	We Ain't Got Nothing Yet	Blue Magoos	Mercury	39%
28%	Stand By Me	Spyder Turner	MGM	52%
26%	Let The Good Times In	Dean Martin	Reprise	35%
25%	Georgy Girl	Seekers	Capitol	88%
23%	Another Night	Dionne Warwick	Scepter	23%
22%	Look What You've Done	Pozo Seco Singers	Columbia	22%
21%	If Everyday Was Like Christmas	Elvis Presley	RCA	44%
20%	Are You Lonely	Freddie Scott	Shout	20%
19%	Goodnight My Love	Happenings	B. T. Puppy	55%
18%	I Had Too Much To Dream	Electric Prunes	Reprise	26%
17%	The Girl That Stood Beside Me	Bobby Darin	Atlantic	79%
16%	There's Something On Your Mind	Baby Ray	Imperial	32%
15%	Green, Green Grass Of Home	Tom Jones	Parrot	15%
14%	I'm Gonna Make You	Artistics	Brunswick	23%
13%	I'm Gonna Make You Love Me	Dee Dee Warwick	Mercury	54%
12%	Hello Hello	Sopwith Camel	Kama Sutra	20%
11%	I Fooled You This Time	Gene Chandler	Checker	45%
10%	Wack Wack	Young Holt Trio	Brunswick	10%

LESS THAN 10% BUT MORE THAN 5%

Total % To Date

Silent Night Barbra Streisand (Columbia)	9%	Help Me Girl Animals (MGM)	29%	Blue Autumn Bobby Galdsboro (U. A.)	53%
Baby What I Mean Drifters (Atlantic)	24%	All James Darrin (Warner Bros.)	8%	You'll Be Sorry Someday Kitchen Sinq (LHI)	8%

CRITICS UNANIMOUS!
"I DO! I DO!" A HIT!

"Tuneful, warm-hearted and delightful. A continuous pleasure."
WATTS, NEW YORK POST

"A hit, a happy show, generous with charm, lavish with love."
NADEL, WORLD JOURNAL TRIBUNE

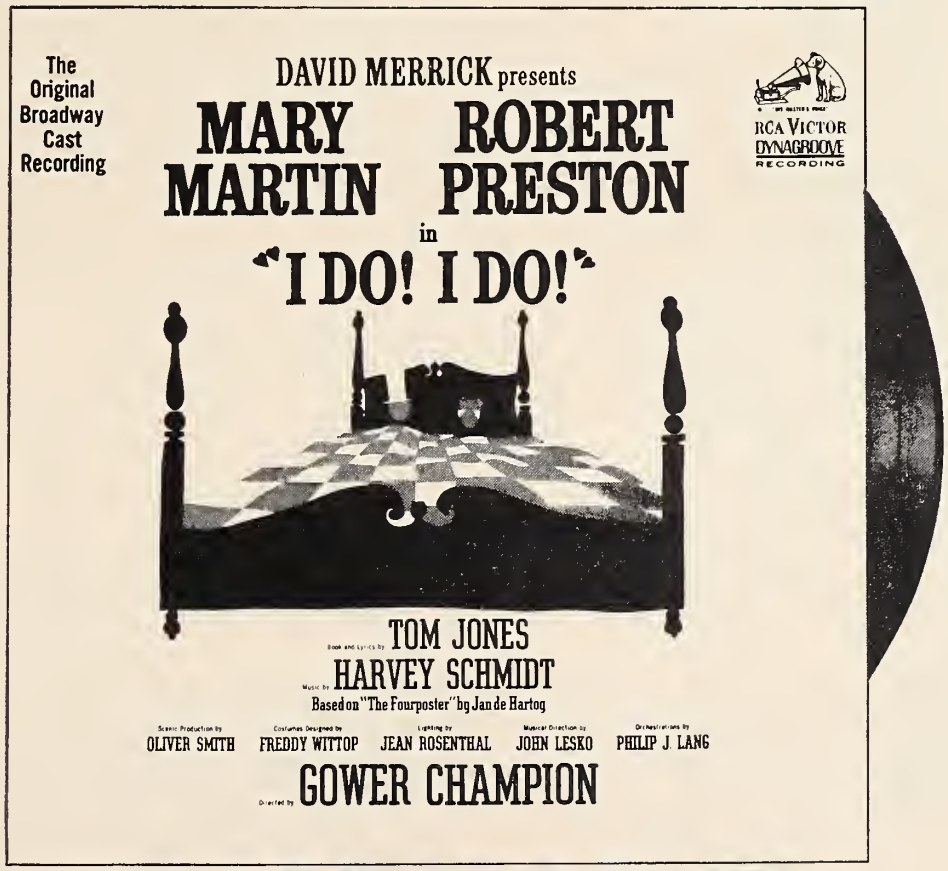
"A charming, disarming comedy with music. Mary Martin is a darling."
CHAPMAN, DAILY NEWS

"A dazzler, nothing but sheer pleasure."
GLOVER, ASSOCIATED PRESS

"In 'I Do! I Do!,' a Santa Claus who shall here be known as David Merrick has hitched together a very high-powered Donner, Mary Martin, and a very high-powered Blitzen, Robert Preston. They are two of the fastest starting sprinters the contemporary stage knows... And courtesy of director Gower Champion, there are all those engaging things they do together when their hearts are high."
KERR, NEW YORK TIMES

Original Broadway Cast Album Now Available!

LOC/LSO-1128



RCA VICTOR

RCA The most trusted name in sound

Pleis & Kenneth Form Music Biz Enterprise

HOLLYWOOD—Jack Pleis and Don Kenneth have created a new music business enterprise that will cover indie producing, music publishing, management and packaging. Their label is Har-Money, which will record teen artists for singles and "standard" performances for adult LP product. Also, Magna Showcase Productions will package shows for concert tours, designed to appeal to teeners with an old Hollywood musical, Broadway show concept. Pleis has been in A&R at London, Decca and Columbia, producing hits by Karen Chandler, Teresa Brewer, Kitty Kallen, Al Hibler, Lawrence Welk, among others. He is now composing the music for such TV'ers as "My Three Sons," "Family Affair" and an American-International flick, "Diary of a Bachelor."

Kenneth is a disk producer, script writer and show packager in Hollywod. His "Colors of the Rainbow" stage presentation has been viewed across the country.

Don Kenneth and Jack Pleis

Song Invite To Expo 67: 'Hey Friend, Say Friend'

MONTREAL—A song called "Hey Friend, Say Friend" has been declared the official theme song of Expo 67, Montreal's World Exhibition opening next April, and won for its author, Stephane Venne, $6,000 in prizes.

Nowhere in the 26 lines of lyrics is either Montreal or Expo 67 mentioned, but "Hey Friend, Say Friend" was chosen from 2,210 entries submitted by composers from 35 countries in the international theme song competition.

Venne, 25-year-old French-Canadian singer-composer, is one of the new generation of music composers and interpreters in the province of Quebec, Canada. He has written 150 songs, 60 of which have been recorded either by himself or by some 15 other French-Canadian performers. He has also arranged and composed music for many Canadian motion pictures.

Translation of young Venne's French lyrics into English was done by Marcel Stellman, a native of Belgium who lived in England for many years before moving to Canada. Stellman earned a reputation in Europe as a translator of Continental hits into English.

"Hey Friend, Say Friend" has been recorded in both French and English on the Jupiter label by well-known Montreal performer Donald Lautrec. The recording will be given worldwide distribution.

Venne was awarded $5,000 by Sun Life of Canada and an additional $1,000 by the Foundation des Amis de l'Art. The contest, first of its kind staged for a world exhibition, was organized by the Festival du Disque, Inc., Montreal, under the patronage of the Canadian Corporation for the 1967 World Exhibition, and with the support of Sun Life of Canada. The contest ran from May 17, 1966 until midnight, August 31. In French, the song is entitled "Un Jour, Un Jour" (One Day, One Day).

Cash Box NEW CHART ADDITIONS

NEW TOP 100 SINGLES

*58—STANDING IN THE SHADOW OF LOVE
Four Tops (Motown 1102)

*65—NASHVILLE CATS
Lovin' Spoonful (Kama Sutra 219)

*81—GALLANT MEN
Senator Dirksen (Capitol 5085)

*82—MAMA
Cher (Imperial 66223)

*85—LOOK WHAT YOU'VE DONE
Pozo Seco Singers (Columbia 43927)

*88—I HAD TOO MUCH TO DREAM (LAST NIGHT)
The Electric Prunes (Reprise 532)

*89—ARE YOU LONELY FOR ME
Freddie Scott (Shout 207)

94—SHADOW OF YOUR SMILE
Boots Randolph (Monument)

95—GREEN GREEN GRASS OF HOME
Tom Jones (Parrot 40009)

100—I'M YOUR BREADMAKER BABY
Slim Harpo (Excello 2282)

100—THE PROUD ONE
Frankie Valli (Philips 40407)

100—WACK WACK
Young Holt Trio (Brunswick 55305)

NEW TOP 100 ALBUMS

*79—FACE TO FACE
Kinks (Reprise R/RS 6228)

*85—FOUR TOPS LIVE
(Motown MLP/SLP 654)

*88—CHANGES
Johnny Rivers (Imperial LPM 9334/LPS 12334)

93—BREAKOUT
Mitch Ryder & Detroit Wheels (New Voice M/S 2002)

96—TIME AFTER TIME
Chris Mantez (A&M LP 120/LPS 4120)

97—COMING ON STRONG
Brenda Lee (Decca DLM 4825/DLS 74825)

100—SIDE BY SIDE
Sandler & Young (Capitol T/S 2598)

NEW TO TOP 50 IN R&B LOCATIONS

24—MERCY, MERCY
Cannon Ball Adderly (Capital 5798)

25—SILVER BELLS
Earl Grant (Decca 25703)

29—YOU CAN BRING ME ALL YOUR HEARTACHES
Lou Rawls (Capitol 5790)

34—HALF A MAN/LOOK AT GRANNY RUN RUN
Howard Tate (Verve 10464)

38—YOU'RE TAKING UP ANOTHER MAN'S PLACE
Mable John (Stax 205)

39—WHAT IS SOUL?
Ben E. King (Atco 6454)

42—THERE'S SOMETHING ON YOUR MIND
Baby Ray (Imperial 66216)

43—KARATE
Emperor's (Mala 543)

46—WATCHING AND WAITING
Mitty Collier (Chess 1987)

47—THE TRAMP
Lowell Fulsom (Kent 456)

48—BLACK OLIVES
Bad Boys (Paula 254)

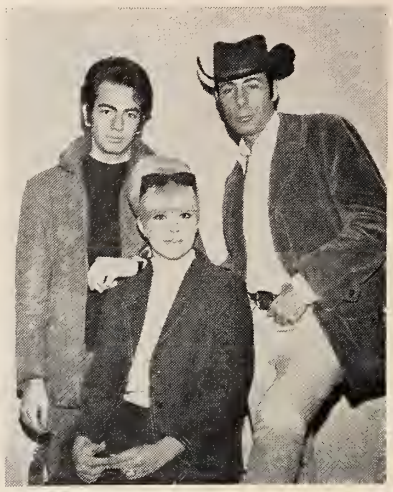
50—SOUL SISTER
Four Gents (Hanna-Barbera 509)

C/P Shifts To Larger Offices In New York

NEW YORK—Sales growth means larger quarters for the New York branch of Cameo Parway Records. Label's new Gotham headquarters are in the Fisk Building at 250 West 57th St.

During the past seven months under the direction of Rosenthal and sales manager Neil Bogart, Cameo/Parkway has moved from a position of virtual inertia to its present status as a hot chart company. The label has had a number one record with ? (Question Mark) And The Mysterians —"96 Tears," and is currently on the charts with the team's "I Need Somebody." In addition, Cameo/Parkway has enjoyed hits with Terry Knight and The Pack, The Five Stairsteps, Eddie Holman and recently issued its first major album release in more than two years. The Terry Knight and ? (Question Mark) LP's are both on the charts.

Wyncote Records, Cameo/Parkway's economy-priced subsidiary, will take quarters immediately adjoining the Cameo/Parkway suite of offices. Under sales manager Clark Geartner, Wyncote has enjoyed the best year in its history.



ONE YEAR LATER—One year after the formation of Tallyrand music, the trio of founders, writer Neil Diamond (left) and producers Jeff Barry and Ellie Greenwich celebrated the anniversary in fine style. Via Diamond's tunes, (and he's the firm's only writer) the pubbery scored with "Sunday and Me" (Jay and the Americans); "Solitary Man," "Cherry Cherry" and "I Got The Feelin'" (Diamond). The threesome are reportedly considering several buyout offers due to the fact that the growth of the company is taking away too much time from other activities.

BLAZING ACROSS THE COUNTRY a

PLace in THE sun

Tamla 54139

stevie wonder

MOTOWN RECORD CORP.

"The Sound of Young America"™

Music Biz Complex Started By Wes Farrell

NEW YORK—Wes Farrell has set up his own music complex. Firms are Pocketful of Tunes (BMI), Every Little Tune (ASCAP) and Senate Record Corp., all located at 39 West 55 Street in New York.

With several writers under contract, and many songs already recorded, Farrell's plan is to operate with a "total music" concept, directing all energies to "quality, not quantity." His offices will have facilities for a creative development program aimed at television and motion pictures as well as the pop music field.

Farrell has already set the theme for "Gammera The Invincible," a science-fiction picture and has written and published the new Pozo-Seco single, "Look What You've Done," on Columbia.

Currently an inactive partner in Picturetone Music, which he directed with Phil Kahl for the past three years, Farrell can look back on a pattern of successes as a writer-publisher. During this period, Picturetone had the number one song in the country, "Hang On Sloopy" and two "top ten" recordings by Jay & The Americans, "Come A Little Bit Closer" and "Let's Lock The Door."

It was at Picturetone that Farrell created his long-term writer-artist

WES FARRELL

relationship with disk star Ronnie Dove. Farrell wrote and published 15 of the tunes recorded by Dove during this period including four chart records; "Happy Summer Days," "I'll Make All Your Dreams Come True," "Let's Start All Over Again" and "Hello Pretty Girl." As a writer-publisher, Farrell accounted for 25 chart records during the past 36 months.

MBA Music, Jingle Factory, Moves Onto Disk Scene

NEW YORK—MBA Music, a major supplier of music for commercials and industrial films, has moved in on the record scene with the formation of MB Records.

Walt Levinsky, president of the new record company, is an arranger and conductor who was the Tonight Show's assistant conductor for four years.

Bobby Rosengarden, vice-president, has had a career as a contractor and staff musician at NBC and is associated with the Tonight Show.

Miriam Bienstock, a founder and former co-owner of Atlantic Records, has been named vice-president and will be responsible for overseeing production and distribution.

The composers and arrangers, who have been creating material for the parent firm, include Kermit Levinsky, president of MBA, J. J. Johnson and Tomm Newsom. They will be contributing material to the new record company.

(Left to right): Marc Brown, Dorothy Greenberg, Walt Levinsy, Bob Silverman and, seated, Miriam Bienstock.

The record company, operating out of MBA's headquarters at 8 E. 48th St., this city, will be an autonomous wing of the parent company and will issue a complete line of singles and LP's, which will be distributed through independent distributors. The firm recently recorded Bob Crosby and The Bob Cats at The Rainbow Grill. This outing marks the first time since 1942 that this original group has recorded together. The group includes Eddie Miller, Matty Matlock. Yank Lawson, Don Lamond, Lou McGarrity, Ralph Sutton and Bob Haggart. Bob and his son, Chris Crosby are handling the vocals. The Bob Cats LP will be one of the first LP releases on MB Records and is due out in Jan.

MB Records has its own fully-equipped modern recording studio, which they will use to experiment with new sounds and to audition material and artists for the label.

Two music publishing firms, Marcable Music Inc. (BMI) and Tamarin Music Inc. (ASCAP) have also been established. These firms, which will operate separately from the record company, will be under the direction of Bob Silverman, vice-president and general manager of music publishing. Silverman was director of publications for E. B. Marks Music for seven years.

Starting with one apartment and one other staff member six years ago, Marc Brown, a former concert master, transformed his free lance operation into a complex of seven office-apartments with a staff of thirty and a private kitchen serving lunch à la Madison for ten to forty people daily. His original associate, Dorothy Greenberg, is now the firm's secretary-treasurer. MBA Music has twice been awarded the Clio at The Annual American TV Commercial Festival for the music tracks of Chevrolet Shadows and Erik cigars. MBA services such advertising agencies as Grey; Doyle, Dane and Bernbach; Kenyon and Eckhardt; Fuller, Smith and Ross; Ted Bates; Needham. Harper and Steers and Campbell-Ewald. Kermit Levinsky, composer and arranger, is president of MBA Music.

Gortikov Names Staff Asst.

HOLLYWOOD—Stan Gortikov, president of Capitol Records Distributing Corp., has appointed Thomas R. Stone to the position of executive staff assistant. Stone succeeds Roger Kunz, who is joining the field staff of the national distribution dept. after the first of the year. Prior to joining CRDC, Stone was affiliated with Columbia Pictures Corp., as executive assistant to the vice president, studio operations.

Nat Bergman Dies

NEW YORK—Nathaniel (Nat) Bergman, 56, assistant to the staff vice-president of Decca Records, died of a heart attack at Lenox Hill Hospital in New York last week (5).

Nat, as he was fondly known to his friends and associates in the recording industry, joined the Coral label in Sept. of 1952 as the company's New York branch office manager. In 1953, he was transfered to Coral's home office in the post of executive administrator, and subsequently was made assistant to the staff vice-president of Decca, Coral and Brunswick Records, a position he held up to his sudden passing last Monday.

He is survived by his widow, Elsie, twin daughters, Rickie and Paula, and a brother Edward, in Calif. Funeral services were held at the Park West Funeral Chapel in New York last Wed. (7).

Handleman Sales, Profits Show Big Gains Over 6 Months

DETROIT—Handleman Co. the giant wholesale merchandiser of records, has reported a 50% increase in net income and a 25% increase in sales for the first six months ended Oct. 31, 1966. Net income for the period reached $1,154,315 or $.77 per share, up from $768,594 or $.51 per share a year ago. Sales climbed to a high of $21,541,115 as compared with $17,201,952 last year.

According to David Handleman, president, the improvement in sales and earnings is expected to continue for the balance of the company's current fiscal year.

The board of directors for Handleman Company have declared a $.20 per share dividend on the 1,053,108 shares of common stock entitled to receive dividends payable January 12, 1967 to stockholders of record December 30, 1966.

Fine Opens Promo Firm

NEW YORK—Veteran national promotion director and music man Jack Fine has announced the formation of his own independent national promotion operation known as Jack Fine Promotions, with offices at 101 West 55th Street, Suite 1E, New York City. Fine was previously national promotion director for ABC Paramount, Atlantic, World Artists Records and 20th Century Fox Records. He was also national sales and promotion director for Amy Mala Records and Joda Records. He also served as assistant national promotion director for Walt Disney Records. His publishing stints were with Irving Caesar Music as general manager as well as eastern rep for Walt Disney's publishing firms.

Fine's first account just released on Columbia Records is Bobby Diamond's release "Unusually You."

BIOS FOR DEEJAYS

Judy Collins

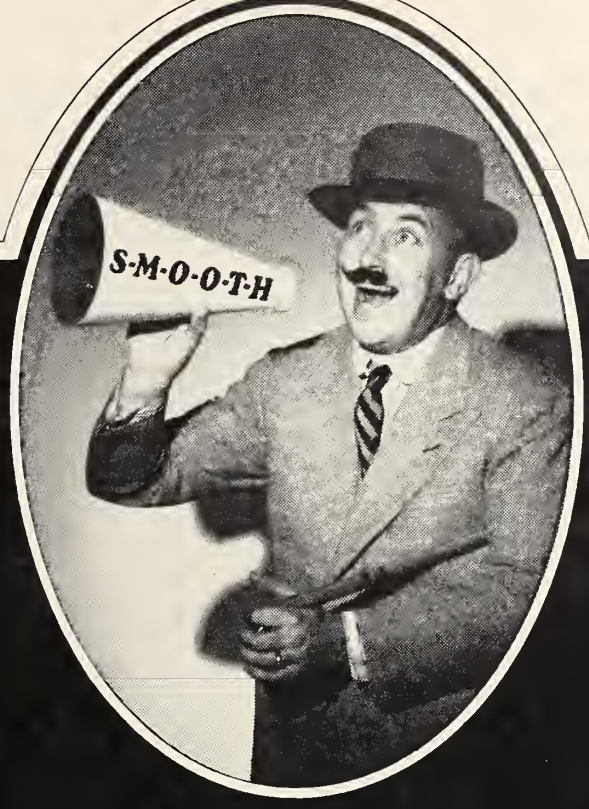
Judy Collins was born on May 1 a few years ago in Seattle, Wash. The 5'5", 125 lbs. lass doesn't live there anymore. Her father was the well known West Coast radio personality, Chuck Collins. Judy was trained as a concert pianist and it wasn't until years later that she took up the guitar and began her career as a folk singer. The singing of folk songs has occupied most of her time. She has played throughout the United States, England, Australia, and New Zealand as well as parts of Poland and Russia. Judy is honest, real, and gutsy. She has a total of six albums and one single out on the Elektra label and just played an advance sell-out concert in New York's Carnegie Hall. Her single is "Hard Lovin' Loser" b/w "I Think It's Gonna Rain Today." Judy's latest album, which is her first departure from a pure folk bag, is entitled "In My Life." It is number 82 on this week's Top 100 Albums.

Pat Cooper

Pat Cooper was born and raised under the real name of Pasquale Caputo in Brooklyn, N.Y. He was known throughout his neighborhood as the young bricklayer with all the funny stories. Through a series of 3 appearances on the Jackie Gleason TV'er in 1963, a bright young comic named Pat Cooper was born. Following this he was booked into all kinds of hotels and supper clubs around the U.S. and even went so far as to work the Copa 4-times within 18-months. His first U.A. album, "Our Hero—Pat Cooper," was released in 1965 and was very well received. This funny man's second U.A. package is called "Spaghetti Sauce & Other Delights." The album is listed at number 104 on this week's Top 100 Albums.

Don't despair.

More VO-DE-O-DO is here.
For the many fans who thrilled to the
rippling strains of "Winchester Cathedral,"
here's another melodic masterpiece to
titillate toes to tap in time.
Featuring everybody's favorite
rascals of rhythm.



'You Tell Her, I Stutter'

4-43953

A single by

THE NEW HAPPINESS

with that Dapper Dan of the
Golden Era of Song—

'SMOOTH' LUNDVALL

as Himself.

Where the next act is always ready
and waiting in the wings.
On COLUMBIA RECORDS®

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Burland Looks Straight Ahead With Ideas

NEW YORK—Sascha Burland is an idea man with an idea label. His musical ideas, which have taken life as a Nutty Squirrel (with Don Elliot) and, more recently, as the head of a commercial jingle factory, C-Hear, which has produced musical ads for the likes of Alka-Seltzer ("The Shape that Your Stomach's In"), Contac, Coca Cola and Cool-Aid, are being shaped at his own record label, Straight Ahead.

Burland regards the company as a "special events" outlet in both the singles and LP areas. Singles-wise, he's written a new coffee song, the deck of which is also an idea format. Burland sees no reason why singles buyers should be saddled with two sessions by the same artist, the "B" side usually a throw-away date. His "Coffee" song contains two versions of the number, one by the Lively Set (courtesy of Capitol Records) and other by Jack & the Beans.

Sometime ago, Burland offered a special-event album, a college band set featuring the Blue Devils of Duke Univ., for which Les Brown once performed as an undergraduate. Coming up is a satire on the cast recordings of musical shows called "Oh, What a Glorious Mess." This will be a musical kidding of cast LP's that contain songs that have little or no meaning outside of the show itself.

Burland hasn't kind words for music men who work by the credo that "if-it's-inside-don't-do-it; if-it's-done-to-death-do-it."

He is also planning an LP solely composed of ad jingles. Years back he did a jazz LP with the same format for Riverside Records.

As a Nutty Squirrel, Burland cut six LP's and eight singles for the Hanover-Signature label (the onetime Steve Allen company) and RCA Victor Records and Columbia Records. A syndicated TV'er on the novelty act ran for a year.

Burland is the composer of the theme that opens the Monkees' TV'er, "Some Guys Have It."

"THE LITTLE DRUMMER BOY"
NEW 1966 RECORDINGS

CHET ATKINS & THE ANITA KERR SINGERS .... (RCA Victor)
JOAN BAEZ ..... (Vanguard)
THE BROTHERS FOUR .. (Columbia)
KENNY BURRELL ..... (Chess)
THE CRUSADERS ..... (Tower)
VIC DANA ..... (Liberty)
PERCY FAITH ..... (Columbia)
FERRANTE & TEICHER ..... (U.A.)
FOUR SEASONS ..... (Phillips)
MERV GRIFFIN ..... (MGM)
LENA HORNE ..... (United Artists)
THE LETTERMEN ..... (Capitol)
BEEGIE LONG ..... (MGM)
NORMAN LUBOFF ..... (RCA)
HENRY MANCINI .... (RCA Victor)
NEW CHRISTY MINSTRELS ... (Col.)
WAYNE NEWTON ..... (Capitol)
OSMOND BROTHERS ..... (MGM)
BILL SMITH ..... (Talmu)
THE SPARROWS ..... (Word)

MILLS MUSIC, INC.
MILLS MUSIC PUBLISHING ®
Ira Howard
Bob Reno

"SANTA CLAUS SWINGS!
KENNY BURRELL DOES, TOO!
HAVE YOURSELF A
SOULFUL LITTLE CHRISTMAS
IS EXCITINGLY DIFFERENT
AND REFRESHINGLY NEW.
IT REALLY PUTS THE
MERRY IN CHRISTMAS."

JIM BOLEN
KADI
ST. LOUIS, MO.

...the songs you hear...

UA Releases Two British Singles

NEW YORK—United Artists Records reports that it has just released for American audiences two current British singles at the same time. They are the Spencer Davis Group's tune, "Gimme Some Lovin'" and "Friday On My Mind," by the Easybeats.

The Spencer Davis Group is responsible for two popular singles within the past year, "Keep On Running," in Dec. 1965, and "Somebody Help Me," in March of this year. Music trade pick-hits indicate that their current "Gimme Some Lovin'" will also be successful in the U.S.

The Easybeats are an English rock fivesome personally signed to UA last Spring by label president Michael Stewart.

Command In Big Push For Ayres LP

NEW YORK—Command Records is launching a publicity drive on its album "The Hollywood Palace," which features Mitch Ayres and his orchestra.

On the Dec. 17 TV show of the Hollywood Palace, Eddie Fisher, host for the evening, will present the album on camera for some two or three minutes as he talks to Mitch Ayres and, according to Command, recommends it as "one of the finest instrumental albums he has ever heard." Ayres and the orchestra will then play "Put On A Happy Face" and "Mimi," which are selections from the set. The entire sequence featuring Mitch Ayres and his orchestra will be on camera. In conjunction with the TV show, advertising has been set up with White Front Stores—a leading merchandiser in the Los Angeles market. Ayres will also be making personal appearances in other retail outlets. Other major markets will also be promoting and featuring the album in similar fashion.

Prior to that, on Dec. 7, the fourth anniversary of the Hollywood Palace TV show, there was an evening parade in celebration along Hollywood Boulevard in Hollywood, California. Record dealers, as well as other stores along the parade route, had special window displays featuring the Hollywood Palace album.

This has been the first album that Mitch Ayres has done with Command Records.

Kui Lee Dies

NEW YORK—Kui Lee, composer of Hawaiian songs in a modern idiom, died of cancer in Tijuana, Mexico, on Saturday, Dec. 3. The 34-year-old composer-entertainer, one of Hawaii's favorite attractions, wrote more than 200 songs, the biggest of which is "I'll Remember You." Hawaiian performer Don Ho has been singing many of Lee's compositions on records and at his nitery engagements, including the oft-cut "Remember." Lee recorded for Columbia Records. His latest LP, "The Extraordinary Kui Lee," is among the label's new albums for Dec. Born in Shanghai, he was taken to Hawaii when he was 5 years old. As an entertainer, he has appeared at the Lexington Hotel in New York and on the Ed Sullivan TV'er. His final public appearance, on Oct. 18, drew 10,000 to the Waikiki Sehll in Honolulu. His wife, Nani, a singer, and four children are among the survivors.

SCORING A HIT? Don Rondo (left) goes over details of his first recording session for United Artists Records, which has just released the date, "Till the World Knows You're Mine." With him (left to right) are his manager, Danny DiMinno, co-writer of the song, Arnold Goland, producer of the date, and Sid Engle, who arranged and conducted Rondo's stint. Don, who has been heard on major radio-TV commercials in recent years (e.g. Firestone, GMC Trucks), recently signed a booking pact with GAC thru Buddy Howe. A number of club dates are being set, including a week-long stay beginning this week at the Flambouyant in San Juan, Puerto Rico.

...in "Walking Happy."

Original Cast Recording

Capitol RECORDS

SVAS 2631

Sebastian Cabot Cuts Dylan Album For MGM

NEW YORK—The songs of Bob Dylan receive yet another twist via an upcoming MGM Records album, "Sebastian Cabot, Actor, Performs the Works of Bob Dylan, Poet." The collection includes narratives of Dylan lyrics set against simple musical accompaniment of their melodies. A piece of material that sums-up the theme of the set, "And Mostly They Sing," is included in the package, and is being rushed-released by the label this week. Writers are Lou Stallman and Len Hirsch, a professor at City College of New York, who wrote the words.

The set was produced by Stan Catron's Bornwin Productions, with the new song published by Catron's publishing affiliate, Bornwin Music (BMI). Catron left last week on an eastern-city promo tour on behalf of the new single and LP, which will be released in Jan.

Mira Comedy-Spoof LP Probes Hit Song Lyrics

HOLLYWOOD—Mira Records has marketed a comedy-spoof LP said to mark the first time pop hits are performed in a talk-sing fashion that brings "clarity and exposure to contemporary double-meaning and sex-tainted, romantic chart-winning lyrics." Get it? Well, Mira got this affair from Theodore Charach and Darrel Dee, performing under the auspices of Mike Curb's Sidewalk Productions. The package is titled "These are the Hits You Silly Savage." According to Mira's Randy Wood, initial reaction is strong in Los Angeles, San Francisco, Chicago, New Orleans, Seattle, Boston and New York. Wood, not troubled by the prospects of limited airplay, notes that his office has counted over 500 telephone calls from "various pressure groups in the last two weeks telling us to stop distribution of this hot disk."

Bagley Leaving Orpheum

NEW YORK—Erwin Bagley is leaving Orpheum Productions, the corporate company marketing the Riverside, Wonderland labels. He has served as vice president and general manager for the past year and a half.

He plans to devote full time for the next month or so to complete several recording and entertainment plans he has set-up for Jan., at which time he will spell out his plans more completely.

A twelve year veteran of the record business, he previously served as a divisional manager for Liberty Records, as general manager for Audio Fidelity Records, and as LP merchandising manager for the Colpix division of Columbia Pictures. He is a director for Tape Recording and Audio Times Magazines and has been associated with theatrical producer and concert manager, Sid Bernstein, in many entertainment projects.

The original hit single fresh from the very top of the British charts!

The Spencer Davis Group

"Gimme Some Lovin'" UA 50108

UNITED ARTISTS RECORDS

Mercury Opens Milwaukee Branch

CHICAGO—Mercury Record Corp. announced this week that it has opened a branch in Milwaukee. Irwin H. Steinberg, executive vice president of the firm, stated that Merrec of Milwaukee will be managed by Bob Kratky with promotion handled by John Heidner, both of whom are veteran Wisconsin record men.

Merrec of Milwaukee replaces John F. O'Brien Dist. as distrbutor for Mercury, Philips, Smash, Fontana, Limelight, Emarcy, Wing and Mod labels, recorded 4-track, 8-track and cassette stereo cartridges and Mercury Home Entertainment products, Steinberg added.

Kratky has been active in the disk industry since 1958, when he joined Garmisa Dist., Milwaukee. He moved to Beckerman Dist. there the following year and eventually managed the Badger state Beckerman Wing. Heidner originally worked for the original Mercury branch in 1954, moving to Decca, and eventually joining Kratky at Beckerman in 1958.

The Merrec Milwaukee branch will service the entire state of Wisconsin and the Michigan upper peninsula.

HIS BIGGEST SINGLE!

I'M YOUR BREAD MAKER BABY

b/w

LOVING YOU

SLIM HARPO

EXCELLO 2282

POWERFUL SPIRITUAL CROSSING OVER INTO R & B

THAT'S THE SPIRIT

b/w

TRY ME FATHER

SWANEE QUINTET

CRESCENT 5180

A JAMES BROWN PRODUCTION WITH THE JAMES BROWN ORCHESTRA

NASHBORO Records 415 Church St.

Nashville, Tenn. 615-242-2215

"BURRELL'S HAVE YOURSELF A SOULFUL LITTLE CHRISTMAS IS A MARVELOUS ALBUM. IT HAS A LITTLE TO SATISFY ALL MUSICAL TASTES. IT'LL APPEAL TO EVERYONE FROM THE JAZZ STAND TO GRANDMOTHER."

MIKE JAMES
WFBR
BALTIMORE, MD.

RCA Inks Seiji Ozawa

NEW YORK—Seiji Ozawa, the young Japanese conductor, has been signed to record exclusively for RCA Victor.

Ozawa, who is music director of the Toronto Symphony and the Ravinia Festival (Chicago Symphony), was first heard on Red Seal in recordings with the London Symphony Orchestra. One of these, with pianist Leonard Pennario, contained performances of the Schumann Piano Concerto and the Strauss Burleske, and the other was with violinist Erick Friedman in performances of the Mendelssohn and Tchaikovsky Violin Concertos.

His next RCA Victor release will be in Jan. when a coupling of the Bartok First and Third Piano Concertos with Peter Serkin as the pianist and the Chicago Symphony Orchestra, will become available.

Ozawa was born in Hoten, Japan, in 1935, and is a graduate of the Toho School of Music in Tokyo. In 1959, he was awarded first prize in the International Competition of Orchestra Conductors at Basancon, and a year later won the Koussevitzky Memorial Scholarship as the most outstanding among the young conductors at the Berkshire Music Center.

For a time, he was assistant conductor of the New York Philharmonic Orchestra as a protege of Leonard Bernstein.

He has appeared as guest conductor with many of the world's leading symphony orchestras including the New York Philharmonic, Chicago Symphony, Boston Symphony, Detroit, Los Angeles Philharmonic, Pittsburgh, the Lamoureux of Paris, the London Symphony, the Concertgebouw of Amsterdam, the Vienna Symphony and at La Scala in Milan.

New Musicor N.Y. Distrib

NEW YORK—Trinity Record Distributors of East Hartford, Conn., has been appointed Musicor Records distributor for the New York City area, according to Ed DiNallo, president of Trinity. The New England firm has set up operations in New York at Musicor headquarters, 240 West 55th Street.

Four salesmen are already operating in New York and a Sales Manager will be named by Jan. 1, DiNallo said. Trinity will also continue to handle the Musicor line in Connecticut, western Massachusetts, the Albany area, New York State, and Vermont. The firm has served these areas since Musicor's inception in 1962.

Cash Box TOP 100 LABELS

ABC Paramount	54	Laurie	57
A & M	20, 63	Liberty	64
Amy	39	London	75
Atlantic	14, 22, 74, 96	Lucky Eleven	44
Bang	23	Mala	76
Bell	12	Mar-V-Lus	79
Brunswick	19, 86, 100	Mercury	67, 68
B. T. Puppy	70	MGM	24, 51, 53, 73, 90
Calla	45	Monument	94
Cameo	30	Motown	6, 58
Capitol	2, 5, 41, 47, 61, 81	Musicor	99
Checker	59	New Voice	4
Colgems	10, 26, 36	Original Sound	29
Columbia	17, 46, 52, 71, 85	Parlow	21
Date	49	Parrot	95
Decca	38	Philips	42, 55, 100
Diamond	31	Press	77
Dunhill	35	RCA Victor	50
Dyno Voice	56	Reprise	9, 13, 78, 88
Epic	3, 18, 40, 91	Roulette	27
Excello	100	Shout	85
Fontana	1	Stax	33, 98
Four Corners	87	Soul	32, 43
GNP	84	Tamla	16, 25
Go Go	72	United Artists	62, 80
Gordy	11, 15	Valiant	28
Imperial	8, 34, 82, 92	Viva	93
Kama Sutra	37, 65, 66, 97	Volt	48
Kapp	7, 60, 69		

Buddy Rich Set For European Tour

LOS ANGELES—Barbara Belle, personal manager of Buddy Rich, in conjunction with Action, Inc., entertainment wing of Sam Presley, Jr., Enterprises, has completed negotiations for a European tour on behalf of the Rich band. Under the auspices of Tito Burns, Davison Ltd. and G.A.C. the World Pacific recording artist will appear throughout Great Britain, the Continent and Scandinavia from March 31 to April 16, 1967. Meanwhile Rich has been set to guest star on "The Garry Moore Show" via CBS-TV, taping Dec. 22, in N.Y.C. for Christmas beaming. Barbara Belle will join him in New York during the taping sessions.

Col. Inks Bobby Diamond

NEW YORK—Bobby Diamond, singer-dancer-actor, has been signed by Columbia Records to a long-term contract. His first sides, "Usually You" and "Stop" have just been released. They were produced and arranged by Charley Calello. Bobby Diamond is managed by Eddie White and is booked through the Ashley-Famous Agency. A feature film and major TV shows are in the offing.

Bell Buys Master

NEW YORK—Amy-Mala-Bell recently picked up the Renfro recording of "Find Me" by the Attractions. The master was leased from Anthony Renfro of Renfro Records, Los Angeles, California, and will be released immediately on the Bell label.

ONE MORE TIME—From out of past comes megaphone and the man who made it famous, Rudy Vallee. The long time star has been signed by Ed Silvers (left) and Snuff Garrett, co-owners of Viva Records and the trio has just seen to the completion of Vallee's first LP which will contain such popular items as, would you believe, "Winchester Cathedral" and "Lady Godiva." The company's plans also call for the release of a Vallee single during Jan.

On the go.
"Stop Runnin' 'Round, Baby"
2-1542
The Distant Cousins
A BOB CREWE PRODUCTION

On the rise.
"The Sun"
2-1538
The Chain Reaction
A SIRE PRODUCTION

Two dates to remember.

©"DATE", MARCA REG. MADE IN U.S.A.

RECORD REVIEWS

● best bet B+ very good B good C+ fair C mediocre

only those records best suited for commercial use are reviewed by Cash Box

Pick of the Week

COLOR MY WORLD (2:48) [Northern, ASCAP—Hatch, Trent]

TAKE ME HOME AGAIN (2:56) [Northern, ASCAP—Clark]

PETULA CLARK (Warner Bros. 5882)

It's another in the long chain of smashes for Petula Clark with this item dubbed "Color My World." Pet belts out a powerhouse of a love lyric and the engulfing ork backing her adds to the grabbing power of the deck. "Take Me Home Again" is a lovely ballad.

HOW DO YOU CATCH A GIRL (2:17) [Fred Rose, BMI—Blackwell]

THE LOVE YOU LEFT BEHIND (2:28) [Beckie, BMI—Samudio]

SAM THE SHAM AND THE PHARAOHS (MGM 13649)

Having solidly established themselves in the teen market, Sam the Sham and the Pharaohs should shoot up the Top 100 wth this effort dubbed "How Do You Catch A Girl." The funky, medium-paced ditty is a humor filled telling of the eternal search. "The Love You Left Behind" is a pretty rock ballad.

DEADEND STREET (3:20) [Mondvies, Noma, BMI—Davies]

BIG BLACK SMOKE (2:32) [Mondvies, Noma, BMI—Davies]

THE KINKS (Reprise 0540)

Watch the Kinks make a top level chart stand with this funky, bluesy follow-up to "Sunny Afternoon" called "Deadend Street." The drawn out melodies are terribly infectious and the gutsy vocal should be appealing to fans of many persuasions. "Big Black Smoke" is a wild rocker.

LOVE ME (2:06) [Act Three, Downstairs, BMI—Gamble, Ross]

CRAZY BABY (2:12) [MRC, BMI—Hebb]

BOBBY HEBB (Philips 40421)

There should be no keeping Bobby Hebb back with this warm romancer in the "Sunny" bag dubbed "Love Me." The lilting outing builds into a powerful love ballad and Hebb's warm tones are effectively backed by ork and chorus. "Crazy Baby" is a hard driving thumper.

PRETTY BALLERINA (2:34) [Lazy Day, BMI—Brown]

LAZY DAY (2:21) [Lazy Day, BMI—Brown, Martin]

THE LEFT BANKE (Smash 2074)

After making the breakthrough with "Walk Away Renee" the Left Banke has a solid follow-up in this one titled "Pretty Ballerina." The lyrical, sweepingly orchestrated outing shows the full potentials of the mating of rock and strings. The vocal stand is a powerhouse. "Lazy Day" is a strong rocker.

THE HABIT OF LOVIN' YOU BABY (2:47)
[Leigh, ASCAP—Tempo]

YOU'LL BE NEEDING ME BABY (2:07)
[Screen Gems, BMI—Gates]

NINO TEMPO & APRIL STEVENS (White Whale 241)

After making loads of national noise with "All Strung Out" Nino Tempo and April Stevens should get spins and sales unlimited with this powerful romancer titled "The Habit Of Lovin' You." The overpowering shouting pledge of undying love makes for an item that should put emotion at a peak. The backer is a warm, swaying tune.

HURRY SUNDOWN (2:12) [Northern, ASCAP—Robinson, Harburg]

FOR BABY (FOR BOBBIE) (2:45)
[Cherry Lane, ASCAP—Deutschendorf]

PETER, PAUL AND MARY (Warner Bros. 5883)

P P & M should go a long way with this powerhouse of a single titled "Hurry Sundown." The solidly building ballad tells a moving tale of the growth of a man or perhaps all men. Strong in many markets. "For Baby (For Bobbie)" is another moving folker.

THE SWEET SOUNDS OF SUMMER (2:55) [Unart, BMI—Martire]

I'LL NEVER LEARN (2:37) [Unart, BMI—Sandy]

THE SHANGRI-LAS (Mercury 72645)

The Shangri-Las should score as strongly as ever with this tale of teen life aimed right at that market. The top lid, "The Sweet Sounds Of Summer" is a throbbing, emotion packed tale of teens in love and involved. The lyric is a strong plus. "I'll Never Learn" is another solid chant.

Pick of the Week

SLOW HOT WIND (2:32) [Northridge, ASCAP—Mancini, Gimbel]

CONSTANT RAIN (2:50) [Peer Int'l., BMI—Chuva]

SERGIO MENDES & BRASIL '66 (A&M 825)

Sergio Mendes and Brasil '66 made a major splash with "Mas Que Nada" and should now fill the airwaves with this entrancing number tabbed "Slow Hot Wind." The smooth sounds are lovely backing for the swaying, hypnotic vocal. Prime for spinning via many formats. "Constant Rain" is another strong South of the Border flavored item.

NASTY (2:45) [Saturday, BMI—Brown, Bloodworth, Nader]

LOST AND FOUND (2:30) [Saturday, BMI—Brown, Bloodworth]

RICHARD & THE YOUNG LIONS (Philips 40414)

"Open Up Your Door" opened the door to the Top 100 for Richard and the Young Lions and the group should shoot right back thru the gap with this newie tabbed "Nasty." The medium-paced rocker combines smooth backing harmonies with a low-down lead vocal and should prove to be a teen excited in no time at all. "Lost And Found" is a smooth tearjerker.

KISS TOMORROW GOODBYE (2:29)
[Camilia BMI—Vilard, Marak]

SWEET TALK (1:59)
[Notable ASCAP—Coleman, Huddleston]

LAINIE KAZAN (MGM 13657)

KISS TOMORROW GOODBYE (2:22)
[Camilia BMI—Vilard, Marak]

NOW AND FOREVER (2:26)
[Roosevelt BMI—Kaempfert, Gabler]

JANE MORGAN (Epic 10113)

Here are two versions of "Kiss Tomorrow Goodbye," both loaded with vocal pyrotechnics and sweeping ork arrangements, which could be the basis for a hitsville item by either Lainie Kazan or Jane Morgan. Both gals give wide open treatments to the ditty . . . take your pick. Lainie backs her version with "Sweet Talk," while Jane's coupling is "Now And Forever."

OH YEAH! (2:26) [Cordon BMI—Sabater]

SOCK IT TO ME (2:20) [Cordon BMI—Sabater, Rivera]

JOE CUBA SEXTET (Tico 490)

Joe Cuba Sextet sold a bunch of records with "Bang Bang" and should do business aplenty with this follow-up item labeled "Oh Yeah!" The pulsating Latin rhythms are mixed with groovy, happy-go-lucky vocals and shouts to complete a delightful deck. "Sock It To Me" is another groovy item.

STOP RUNNIN' 'ROUND, BABY (2:54)
[Saturday BMI—Crewe, Brown, Bloodworth]

(WILL YOU) TAKE THIS WOMAN (2:24)
[Saturday BMI—Crewe, Brown, Bloodworth]

THE DISTANT COUSINS (Date 1542)

After gaining a following via "She Ain't Loving You" the Distant Cousins bid for all the marbles with a hard driving rocker tabbed "Stop Runnin' 'Round, Baby." The strong beat backs a solid, shouting vocal and the combo should prove to be an effective play and sales getter. The flip is a medium-paced throbber.

TILL THE WORLD KNOWS YOU'RE MINE (2:14)
[United Artists ASCAP—DiMinno, Neff]

IS THERE ROOM IN YOUR TOMORROW (2:41)
[United Artists ASCAP—DiMinno, Hosey]

DON RONDO (United Artists 50111)

Don Rondo should pluck at the heartstrings of lovers of all ages with this mellow romancer titled "Till The World Knows You're Mine." The smooth, lushly orchestrated side features the chanter reading a powerful pledge to the woman he loves. Backer is another warm ballad.

TAKE ME FOR A LITTLE WHILE (2:36) [Lollipop BMI—Martin]

I DON'T WANT TO GO ON WITHOUT YOU (2:40)
[Keetch, Caesar & Dino BMI—Wexler, Berns]

PATTI LaBELLE & THE BLUEBELLES (Atlantic 2373)

Patti LaBelle and the Bluebelles should re-enter their previous hit-making groove with no problems at all based on this strong outing titled "Take Me For A Little While." The plea for love at any cost is infectiously sold via solid soul/rock sounds. The girls' vocal is a treat for the ears. Backer is a full bodied ode.

GIMME SOME LOVIN' (2:51) [Essex ASCAP—Winwood]

BLUES IN F (3:25) [Essex ASCAP—Bishop]

THE SPENCER DAVIS GROUP (United Artists 50108)

The British aggregation known as the Spencer Davis Group should make it solidly in the U.S. with this shoutin' romancer titled "Gimmie Some Lovin'." The low down, hard rocking, highly danceable sound supports a soul-filled, screaming vocal that should set the teens on end. The flip is an interesting instrumental.

DON CHERRY

HITS THE JACKPOT!

"THERE GOES MY EVERYTHING"

MONUMENT 989

BREAKING NATIONALLY!

don cherry... another reason why monument is artistry

NASHVILLE/HOLLYWOOD

RECORD REVIEWS

● best bet B+ very good B good C+ fair C mediocre

only those records best suited for commercial use are reviewed by Cash Box

Newcomer Picks

SNOW QUEEN (3:22) [Screen Gems—Columbia BMI—Goffin, King]

LOVE SONG, LOVE SONG (2:00) [Almo ASCAP—Marks, Tibbles]

ROGER NICHOLS TRIO (A&M 830)

Watch the Roger Nichols Trio make a national name for itself with this lovely, haunting infectiously orchestrated outing titled "Snow Queen." The sweeping, multi-paced tune backs the group's powerfully melodic reading of a top notch lyric. "Love Song, Love Song" is a medium-paced, throbbing ballad.

SUNDAY MORNING (2:53) [Three Prong BMI—Reed]

FEMME FATALE (2:35) [Three Prong BMI—Reed]

THE VELVET UNDERGROUND & NICO (Verve 10466)

The Velvet Underground and Nico have been zooming the length and brath of the land making a name for themselves and now follow the personal stuff with a potential filled deck. The top side, "Sunday Morning" is a haunting, lyrical emotion stirring chant. Listen very closely. Eerie, unusual number back here.

Best Bets

BIG MAYBELLE (Rojac 112)

● 96 TEARS (2:38) [Arguello, BMI—Martinez] Rhythmic, medium-paced, blues-toned reading here. Holds lots of sales potential.

● THAT'S LIFE (2:58) [Four Star Television, BMI—Kay, Gordon] More of the same over here.

BAD BOYS (Paula 254)

● BLACK OLIVES (2:18) [Su-Ma, Falls City, Counterpart, BMI—St. Clair, Conway, Callas] Funky, frenetic rock outing is likely to do good things for the Bad Boys.

(B+) LOVE (1:55) [Su-Ma, Falls City, Counterpart, BMI—St. Clair] Strong rock effort for the flip.

CHARLIE RICH (Hi 2116)

● LOVE IS AFTER ME (2:31) [East, BMI—Porter; Hayes] Thumping, pulsating, pounding effort might get spins aplenty for Charlie Rich. Eye it.

(B+) PASS ON BY (2:30) [Macamillion, BMI—Rich] Slow bluesy venture here.

ROY ORBISON (Monument 830)

● PRETTY PAPER (2:41) [Pamper, BMI—Nelson] Light, holiday-oriented effort could be a winner for Roy Orbison. Watch this.

(B+) BEAUTIFUL DREAMER (2:17) [pd (Stephen Foster)] Lush treatment of this classic.

CILLA BLACK (Capitol 5782)

● A FOOL AM I (2:44) [Shapiro, Bernstein, ASCAP—Parlami, Carrarcsi, Testa, Callander] Smooth, building powerhouse might be a chart bound item.

(B+) FOR NO ONE (1:53) [Maclen, BMI—Lennon, McCartney] plaintive reading of this one.

JERRY CHANNING (MGM 13619)

● WHEN YOU LOVED ME (2:25) [Reserve, BMI—Channing] Rhythmic, uptempo romp might prove to be a chart bound vehicle for Jerry Channing.

(B+) LONELY JUST LIKE ME (2:16) [Reserve, BMI—Channing] Easy-going side.

THE TYMES (MGM 13631)

● A TOUCH OF BABY (2:07) [Saturday, BMI — Antell, Linde, Bloom] Very rhythmic, upbeat venture holds lots of chart potential for the Tymes.

● WHAT WOULD I DO (2:26) [Cameo, BMI—Bell] Same for this side.

DENNY BELLINE (RCA Victor 47-9041)

● GREY CITY DAY (2:13) [Bright Tunes, BMI—Kahan, Friedland] Flowing, poetic ballad here. Could make it.

(B+) OUTSIDE THE CITY (2:31) [Helios, BMI—Millrose, English, Cariola] Thumping blues-tinged venture on this side.

SUE RANEY (Imperial 66222)

● THERE GOES MY EVERYTHING (2:18) [Blue Crest, Husky, BMI—Frazier] Smooth, flowing effort could go to the top. Watch this tender, country-flavored, blues-toned romancer.

(B+) TRY TO SEE IT MY WAY (2:28) [Blue Seas, Jac, ASCAP—David, Bacharach] Gentle, easy-going ballad here. Watch closely.

STEFF (Epic 10105)

● I FOLLOW THE DRUMS (2:44) [Tree, BMI—Sulke] Folk-like, dreamy reading could beat a path to the top of the chart. Watch this one closely.

(B+)..HAD A DREAM (2:00) [Tree, BMI—Sulke] Rhythmic side over here.

JOHN BARRY (Columbia 43951)

● WEDNESDAY'S CHILD (2:10) [Miller, ASCAP—Barry, David] Bouncy instrumental ditty might bounce all the way to the top. Keep tabs.

(B+) SLEEP WELL MY DARLING (3:19) [ALTA, ASCAP—Barry, David] Nocturnal ditty here.

BABY DOLLS (Hollywood 1111)

● GOT TO GET YOU INTO MY LIFE (2:24) [Maclen, BMI—Lennon, McCartney] Medium-paced re-working of this one could get a chart berth for the Baby Dolls.

(B+) WHY CAN'T I MAKE HIM LIKE YOU (2:08) [Tarheel, Wycliff, BMI—Bruner] Bouncy effort here.

Best Bets

MAGIC LANTERNS (Epic 10111)

● KNIGHT IN RUSTY ARMOUR (2:37) [Dean Street, ASCAP—Leander, Mills] Clever, pumping romp could shed a lot of light on the Magic Lanterns and result in a solid foothold on the chart.

(B+) SIMPLE THINGS (2:53) [Bramsdene, BMI—Bilsbury] Slow dreamy rock item.

EASYBEATS (United Artists 50106)

● FRIDAY ON MY MIND (2:47) [Unart, BMI—Young Vanda] Frenetic, psychedelic-like might have an easy time conquering the airwaves. Keep your eye on this one, it could go all the way.

(B+) MADE MY BED: GONNA LIE IN IT (2:20) [Miller, ASCAP—Young] More of the same.

McCOYS (Bang 538)

● I GOT TO GO BACK (2:39) [Web IV, Trio, BMI—Berns, Barry] Powerful, swaying, thumping effort could shoot the McCoys to the top of the chart.

(B+) DYNAMITE (2:09) [Grand Canyon, BMI—Feldman, Goldstein, Gottehrer] Driving rock here.

BEATEN PATH (Jubilee 5556)

● DOCTOR STONE (2:04) [Remick, ASCAP-Pons, Beck] Could be a healthy amonut of action in store for the Beaten Path as a result of this potent rocker. Group lets loose with a heap of funk and driving beat here.

(B+) NEVER NEVER (2:08) [Pimpernel, Benell BMI — Jerome, Marchetta] Slower moving rock on the flip.

BILLY VAUGHN SINGERS (Dot 16985)

● THERE GOES MY EVERYTHING (2:43) [Husky, Blue Crest, BMI — Frazier] The Billy Vaughn Singers should pull in a nice slice of the pop sales action on this country smash. Should get good middle-of-the-road response.

(B+) SWEET MARIA (2:36) [Roosevelt, BMI—Kaempfert, Rehbein, Gabler] Another pretty offering on the flip.

VENTURES (Dolton 327)

● THEME FROM "THE WILD ANGELS" (1:40) [Dijon, BMI—Curb] Pulsating, pounding, driving, stomping treatment of the theme from the flick. Could be a big one.

(B+) KICKSTAND (2:09) [Dobo, BMI—Bogle, Edwards, Taylor, Wilson] Up beat, frenetic, pulsating rock venture.

FRANKIE LAINE (ABC 10891)

● I'LL TAKE CARE OF YOUR CARES (2:46) [Remick, ASCAP—Dixon, Monaco] This smooth, melodic, bouncy romp holds all kinds of potential for good music play and should get a solid foothold on the chart.

(B+) EVERY STREET'S A BOULEVARD (IN OLD NEW YORK) (2:02) [Chappell, ASCAP—Hilliard, Styne] Rhythmic, lighthearted romp.

UNSPOKEN WORD (United Artists 50083)

● BOY (2:03) [Unart, BMI—Stashuk] Medium-paced, thumping, pulsating romp should be heard throughout the air waves.

(B+) NOBODY'S NOTHING (2:16) [Unart, BMI—Stashuk] Slow, bluestoned effort.

GLORIA LYNNE (Fontana 1567)

● LOVE IS (3:01) [Andrew Scott, ASCAP—Leigh, Haines, Wohl] Shuffling, easy going ballad for the romance minded could secure a chart berth for the lark.

(B+) IT'S NOT THE TRUTH (2:44) [Andrew Scott, ASCAP—Leigh, Haines, Wohl] Rhythmic show tune on this side.

ETTA JAMES (Cadet 5552)

● I'M SO GLAD (2:56) [Arc, BMI-Smith, Dollison] Strong, pulsating ditty holds potential for spins and sales galore.

(B+) I PREFER YOU (2:54) [Arc, BMI—Higgins, Dollison] Gutsy blues chanter on the flip.

TOMMY & CLEVE (Checker 1154)

● I DON'T WANT TO SHARE YOUR LOVE (2:56) [Chevis & Ascot, BMI—Redd, Horne, Crosby] Strong, pulsating R&B effort could win a chart berth for the duo.

(B+) BOO-GA-LOO BABY (2:26) [Chevis & Ascot, BMI — Barnes, Morris, Davis] Driving, workout over here.

BARBARA CARR (Chess 1985)

● SHAKE YOUR HEAD (2:28) [Chevis, BMI—Miner, Smith, Jackson] Powerpacked R&B session is liable to shake its way to the head of the chart. Eye this one.

(B+) DON'T KNOCK LOVE (2:25) [Chevis, BMI — Davis, Smith, Miner] Same here.

LOWELL FULSOM (Kent 456)

● TRAMP (2:55) [Modern, BMI—McCrackin, Fulsom] Rhythmic, thumping, pulsating, teat-stained, romantically-oriented, chant-like Blues might happen.

(B+) PICO (2:50) [Modern, BMI—Fulsom] More Blues on this side.

MAJOR LANCE (OKeh 7266)

● AIN'T NO SOUL (In These Old Shoes) (2:20) [T.M., BMI—Levine, Resnick] Light, thumping, rhythmic effort thrust Lance to the fore. Don't take your eye off it.

(B+) I (2:38) [Saturday, BMI — Crewe, Knight] Melodic thumper for the flip.

GARNET MIMMS (Veep 1252)

● ALL ABOUT LOVE (2:09) [Ragmar, Rumbalero, BMI—Ragavoy, Shuman] Rhythmic, romp could provide a chart berth for the chanter. Watch it.

(B+) THE TRUTH HURTS (2:39) [January, BMI — Diamond, Radcliffe] Shuffling, nocturnal Blues.

UNIT FOUR PLUS TWO (London 1009)

● I WAS ONLY PLAYING GAMES (2:40) [Apollo Ltd.—Moeller, Parker] Easy-going, lushly-ork'd ballad might be destined for a lot of air play. Watch closely.

(B+) I WON'T LET YOU DOWN (2:52) [Apollo Ltd.—Moeller, Parker] Funky rock romp.

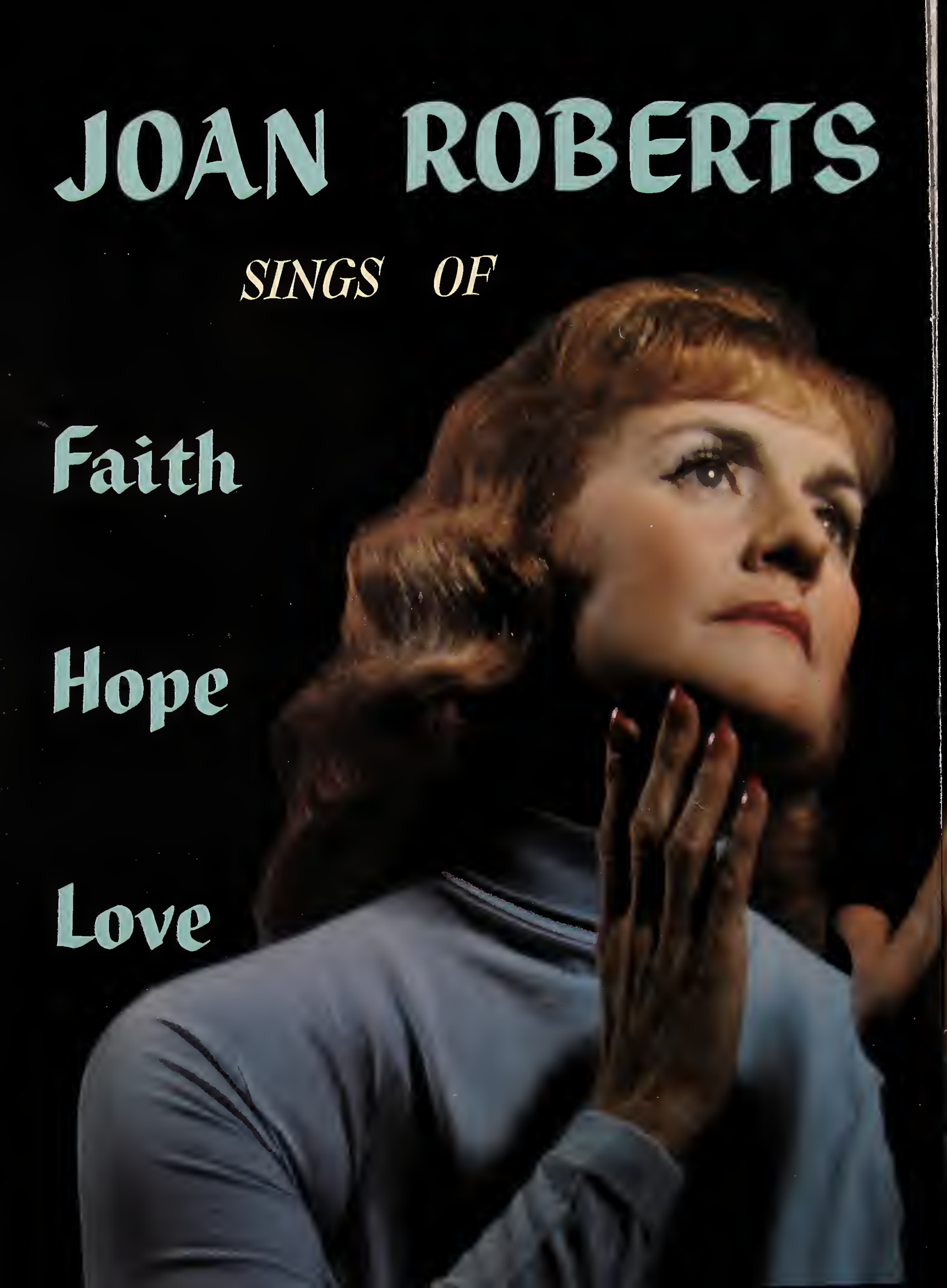
JOAN ROBERTS

SINGS OF

Faith

Hope

Love



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HALF OF MY HEART
DANNY BOY
SHADOW OF YOUR SMILE
VILLAGE OF BERNADETTE
OUR FATHER
WHERE CAN I GO
WISHING SONG
AVE MARIA
MOLLY MALLONE
I WISH YOU LOVE
STAR SPANGLED BANNER

STEREO

HERE SHE COMES

WITH ANOTHER

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The voice of **Kate Smith**, singing to and greeting servicemen, will be heard literally in every corner of the earth this month when the publisher and record company of her new single, "Christmas Eve In My Home Town," join forces to launch a gigantic promotional campaign on behalf of the effort. The offering was pulled from her Christmas LP. **Stanley Zabka**, head of Big Island Music, is coordinating efforts with RCA Victor on the campaign. More than 800 Armed Forces Network outlets throughout the world (at camps, posts, ships, hospitals and bedside networks) have been furnished special copies of the record. Armed Forces Radio and Television Service is sending their own global facilities a specially transcribed cut of the song on AF Yuletide Disk entitled "Christmas 121." WRUL-Radio New York Worldwide has placed "Christmas Eve In My Home Town" heavily on their European, South American, African-Asian short-wave broadcast schedules during the coming weeks. Radio Free Europe will carry the song as their official Christmas tune. The Voice of America in Washington will schedule it worldwide on "The Breakfast Show," their special holiday "Magazine Show," and their other shows. In addition Zabka announced that his staff contacted more than 500 former Armed Forces Network staffers (now in commercial radio and TV in the U.S.) and sent them records, background information and an informative letter. Besides being available at all retail outlets, Zabka said the single has gotten heavy initial acceptance from buyers for Army PX's, Ship's Stores and VA Hospital facilities. Kate Smith spent a day recording special greetings to our fighting men all over the world. The artist also cut individualized messages for ships at sea. The Mutual Network advised Zabka that it will schedule an interview-feature about the song with the singer. Zabka has also arranged for his organization to ship the record to 500 college outlets and 2000 AM radio outlets, exclusive of the 6500 copies RCA Victor is mailing. It is unlikely that any man, woman or child throughout the world will not have heard "Christmas Eve In My Home Town" within the next few weeks.

WABC-New York has responded to an S-O-S sent out by sailors aboard the USS Wasp, the aircraft carrier famous for its role in executing several Gemini recoveries. In a letter signed by Seamen **Mike Lips** and **Joseph O'Jea**, WABC was asked to help recruit pen-pals, preferably girls, for the ship's crew. Coincidentally, the outlet recently received a letter from a young nurse in Manchester, England, addressed to "Any Popular Radio Station, North America, United States of America." In her note, Nurse **Maureen Connell** requested help in finding a pen-pal, "between twenty and twenty-seven, and . . . a soldier preferably in Viet Nam if at all possible." Although the USS Wasp isn't currently assigned to the Viet Nam area, WABC is intrigued with the similarity of the two requests, and has taken appropriate measures to introduce Miss Connell to the Wasp's crew, via mail. The outlet promises to release complete details as soon as they are available.

A staggering 570,248,296 labels and facsimiles for one product were collected by Independence High School students in Charlotte, N.C. to make them the winners of a half-ton cannon given away by WAYS-Charlotte. The contest, open to all high schools in the area, was sponsored by WAYS and the Lays Meat Co. The high school sending the most labels and facsimiles in to the outlet received the giant cannon, valued at $1,000, for firing at school football games. A mass production plan has been in operation throughout the football season — students recruited mothers, fathers, sisters, brothers, friends, preachers and everybody else who could draw labels or operate duplicating machines to help them outdraw competing high schools. Brown High of Kannapolis, N.C. finished second in the contest, and was awarded a consolation prize—a smaller, 600 pound cannon. The original 1,000 pound cannon sounded a victory boom to the cheers of Independence High School students, teachers and advisors at the presentation ceremony.

At last report, XERB-Hollywood was still promoting its night-time personality, Wolfman Jack, for governor. The outlet insisted that the election of Nov. 8 which was won by **Ronald Reagan** was merely a primary and there was a write in run-off held on Dec. 8. At the time of the election, Wolfman Jack's supporters expressed optimism. The Wolfman's fans gather round their radios to hear him howl, yowl and growl every night from 9:15 until 3 A.M. The candidate promised to move Sacramento to Los Angeles, to put a fox in every pad and to give every Californian $5—cash, check or money order. The election returns will be followed with great interest by a watchful public.

TWO POINTS: The fabulous Harlem Globetrotters came to Cincinnati and on hand at Cincinnati Gardens to challenge them to a brief half-time game were the WSAI "Good Guys." Shown in the photo is WSAI program director, Tom Kennington, sneaking in for two points. The Globetrotters squeaked out a 4 to 2 win in a hotly contested game. The "Good Guys" are rebuilding for next year's contest.

SPUTTERS: Clayton S. Staley, Jr., has been appointed to the new post of assistant local sales manager at WPEN-Philadelphia. . . . **Dovre "Chris" Jensen, Jr.**, has joined KSFO News-San Francisco as a commute reporter. . . . **Chet Casselman**, director of news and public affairs of KSFO was recently elected president of the Northern California Chapter of Radio and Television News Directors Association. . . . **Gary Allyn**, formerly music director of KONO-San Antonio, is now program director of the outlet, replacing **Don Couser** who moved into the sales department. . . . **Louis Reese** has moved up to the post of operations manager at KFMB-TV-San Diego. **Ralph Hodges** has replaced Reese as production manager.

VITAL STATISTICS: **Glenn Rinker**, WKYC-TV-Cleveland's medical-science and special assignment newscaster will begin a new assignment at WRC-TV-Washington. . . . **Penny Rainer** has joined the promotion department of WKYC-TV. She comes to the Washington outlet from the radio-TV department of Meldrum and Fewsmith advertising agency. . . . **Mike O'Neill**, formerly with WWJ, has been assigned to the WKNR-Dearborn newsroom as a writer, reporter. . . . **Bob Harper**, formerly with WYSL-Buffalo, and **Steve Robbins**, most recently with WKFR-Battle Creek have joined the staff of WKNR-FM. . . . **Scott Gregory**, formerly with WHAM-Rochester, where he was music director and air personality, has been appointed assistant program director of KDEO-San Diego. . . . **Ray Willes** has switched from KDEO to KGIL-Los Angeles. . . . **Dan Ronald**, most recently with KCMO-Kansas City, Mo., has taken over the evening traffic slot on KDEO-San Diego.

Bobby HEBB

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40421

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Cash Box RECORD REVIEWS

• best bet B+ very good B good C+ fair C mediocre

only those records best suited for commercial use are reviewed by Cash Box

B+ REVIEWS

THE TEEN TURBANS (Loma 2066)

(B+) DIDN'T HE RUN (2:13) [P.D.] Spirited rendition of traditional air.

(B) WE NEED TO BE LOVED (2:10) [Blackwood BMI — McCoy] Rollicking, upbeat rock effort.

EYES OF BLUE (Deram 85001)

(B+) UP AND DOWN (2:35) [Regent BMI — Hayes, Wadey, Grainger] Lilting, light rock outing.

(B) HEART TROUBLE (2:30) [Myto BMI—Clinton, Barnes] Steady, pulsating rock lid.

JERRY G. & CO. (Clevetown 240)

(B+) SHE'S GONE (2:50) [Timpkin-Anjoe BMI — Nicastro, Samson, Ross] Bouncy, bubbly rock offering.

(B) THE ROAD OF LIFE (2:20) [Big Song, Anjoe BMI—Testa, Maleckar] Half-spoken narrative with philosophical overtones.

JIMMY BEE
(20th Century-Fox 6664)

(B+) TAKIN' 'BOUT LOVE (2:16) [Beechwood BMI — Powell] Romping, thumping rock workout.

(B) A PRAYER (2:15) [Circle Seven, Lucon BMI — Bee] Soulful, tender ballad.

DAVID McCALLUM (Capitol 5802)

(B+) A MAN AND A WOMAN (2:35) [Northern ASCAP—Lai, Barouh, Keller] Hero of "The Man From U.N.C.L.E." conducts this side.

(B) HOUSE OF MIRRORS (2:21) [Beechwood BMI — Barnum] Same over here.

BILLY PRESTON (Capitol 5797)

(B+) CAN'T SHE TELL (2:51) [Beechwood BMI — Preston, Stewart] Soft, pattering rock lid.

(B) PHONY FRIENDS (3:11) [Gulla BMI — Williams] Heavy, slow-moving rock item.

THE CHEAP SKATES (Bang 539)

(B+) LATIN SKATE (2:04) [T.M. BMI — Resnick & Levine] Chanting, insistent rock effort.

(B CHEAP SKATE (2:05) [T.M. BMI—Resnick & Levine] Tinkling, percolating rock outing.

BILLY SOL (Domar 1122)

(B+) DOGGIN' AROUND (2:27) [Lena, SESAC—Agree] Blues-drenched R&B ballad.

(B) DANGER SIGNALS (2:12) [Senisa, ASCAP — Lance] Swinging, romping R&B effort.

THE GLENN MILLER ORCHESTRA
(Epic 10109)

(B+) THE LONELY BULL (2:18) [Almo ASCAP—Lake] Interesting reading of well-known tune.

(B) SPANISH FLEA (2:28) [Almo ASCAP — Wechter] Distinctive arrangement of waybacker.

STU GARDNER (A & M 827)

(B+) DRIVE ME (2:20) [Gannon & Son, BMI — Gardner] Wild, speedy, shouting rocker.

(B) HOW DO YOU FEEL (2:20) [Gannon & Son, BMI—Gardner] Pounding, chanting rock workout.

LESLIE UGGAMS (Atlantic 2371)

(B+) IF MY FRIENDS COULD SEE ME NOW (2:56) [Notable, ASCAP — Fields, Coleman] Zesty, rhythmic vocal.

(B) WE CAN WORK IT OUT (3:15) [Maclen, BMI — Lennon, McCartney] Romantic rendition of Beatles hit.

DONNY AND THE MOD MEN
(Path Finder 16113)

(B+) GET OUT OF MY ROOM INTRUDER (1:46) [Allroads, BMI—Mapes, Harris, Minter] Twangy, pulsating rock effort.

(B) STORY OF MY PAST (2:39) [Allroads, BMI—Harris, Humphries] Mournful, wailing rock outing.

BETTY LA VETTE
(Big Wheel 1969)

(B+) I'M HOLDING ON (2:25) [Jobete, BMI—Paul, Broadnax] Solid, thumping R & B vocal.

(B) TEARS IN VAIN (2:30) [Jobete, BMI—Paul] Bluesy, slow-paced R & B lid.

BOB WILSON (Sound Stage 7 2578)

(B+) SUZY'S SERENADE (2:12) [Cape Ann, BMI — Wilson] Hard-driving rock instrumental.

(B) AFTER HOURS (3:08) [Popular, ASCAP — Parrish, Robert] Slow, moody instrumental.

TRUMPETS OLE (Decca 32069)

(B+) TANGERINES AND TRUMPETS (1:52) [Kitty Anne ASCAP—DeLugg] Sprightly, brassy instrumental.

(B) MAN OF LA MANCHA (1:41) [Sam Fox ASCAP — Darion, Leigh] Vigorous rendition of melody from the stage show of the same name.

RAY SCOTT AND THE SCOTTSMEN (Decca 32068)

(B+) FEELING NO PAIN (2:40) [Merrimac BMI — McCoy, Simmons] Breezy, rocking vocal.

(B) RIGHT NOW (2:31) [Champion BMI — Scott, Stone] Steady, medium-paced rock offering.

TIFFANY MICHEL (MGM 13624)

(B+) DIXIE (2:32) [Seasons Four, BMI—Adap.: Gaudio] Torchy, shuffling version of traditional air.

(B+) COME CLOSER (2:55) [Seasons, Four, Saturday, BMI—Gaudio] Yearning, gliding rock vocal.

B+ REVIEWS

THE SPANISH FLEAS
(Valiant 757)

(B+) FLEA-AWANA BRASS (2:18) [Engineer, Sherman-DeVorzon, BMI—Gallese, Abeyta] Cute, rodent-sounding effort.

(B) FLEAING RUSSIA (2:15) [Engineer, Sherman-DeVorzon, BMI—Gallese, Abeyta] Whimsical instrumental.

WE THE PEOPLE (Challenge 59351)

(B+) ST. JOHN'S SHOP (2:20) [Barmour, BMI—Proctor] Wistful, swaying rock outing.

(B) IN THE PAST (2:30) [Barmour, BMI—Proctor] East influenced, surging rock lid.

FOUR GENTS (Hanna-Barbera 509)

(B+) SOUL SISTER (2:30) [Chekaway, BMI—Randall] Funky, jazz-oriented rock instrumental.

(B) I'VE BEEN TRYING (2:30) [Curtom, BMI — Mayfield] Slow, deliberate rock offering.

THE SWINGIN' MEDALLIONS
(Smash 2075)

(B+) I DON'T WANT TO LOSE YOU BABY (2:30) [Lyresong, BMI—McElrath] Breezy, easy-going rock outing.

(B) NIGHT OWL (2:10) [Red Stick, Lyresong, BMI—Loveless, Vetter] Steady, medium-paced rock lid.

KIT AND THE OUTLAWS
(Philips 40420)

(B+) MIDNIGHT HOUR (2:25) East, Cotillion, BMI—Pickett, Cropper] Solid treatment of whilebacker.

(B+) DON'T TREAD ON ME (2:47) [Tall Pine, Lesric, BMI—Massengill] Guitar-picking, insistent rock offering.

BOBBY BELL (RCA Victor 9040)

(B+) DON'T COME BACK TO ME (1:55) [Lemor-Ricemill, BMI —Andrews, Mason, Howard] Fast-moving, thumping rock workout.

(B) DROP ME A LINE (2:16) [Lemor-Ricemill, BMI—Andrews, Mason, Howard] Bluesy, perky rock effort.

THE TRENDS (ABC 10881)

(B+) NO ONE THERE (2:12) [Big Impact, Pamco, Yvonne BMI —Dorsey] Warm, romantic rock ballad.

(B) THAT'S HOW I LIKE IT (2:30) [Pamco, Yvonne BMI—Dorsey] Shuffling, zesty rock offering.

LITTLE JOHNNY TRUITT
(A-Bet 9416)

(B+) THERE GOES A GIRL (2:55) [Excellorec, Jamil, BMI—Truitt] Mournful, sad, soulful R&B chant.

(B) DON'T LET ME BE A CRYIN' MAN (2:37) [Excellorec, Jamil, BMI—Truitt] Lilting, melodic R&B vocal.

THE FABULETTES
(Sound Stage 7 2576)

(B+) SCREAMIN' AND SHOUTIN' (2:28) [Wormwood, BMI—Gayden] Vigorous, bang-up rock outing.

(B) I'M IN THE MOOD FOR LOVE (2:59) [Robbins, ASCAP—Fields, McHugh] Slow, deliberate rendition of standard.

ZERO MOSTEL
(United Artists 50102)

(B+) COMEDY TONIGHT (3:07) [Burthen, ASCAP—Thorne, Sondheim] Frisky, bright vocal from film "A Funny Thing Happened On The Way To The Forum."

(B+) LOVELY . . . REPRISE (3:11) [Burthen, ASCAP—Sondheim] Jack Guilford joins Zero Mostel in comic film number.

YESTERDAY'S CHILDREN
(Parrot 314)

(B+) TO BE ON NOT TO BE (2:13) [H & L, BMI—Piviotto] Wailing, frenetic rocker.

(B) BABY, I WANT YOU (2:07) [H & L, BMI—Piviotto] Quick, driving rock offering.

THE BOOGIE KINGS
(Montel Michelle 984)

(B+) PHILLY WALK (2:17) [Red Stick, BMI—Theall] Thumping, rhythmic R&B effort.

(B+) WHEN SHE TOUCHES ME (2:25) [Brookmont, BMI—Varga] Blues-drenched R&B lid.

WINDSOR KING (Philips 40417)

(B+) I'M WALKING OUT ON TROUBLE (2:39) [Meager, BMI—King, Martin] Sad, mournful rock item.

(B) TRY ME (2:02) [Meager, BMI—McCorkle, King, Jackson] Bluesy, swaying rock workout.

SHIRLEY BASSEY
(United Artists 50105)

(B+) I (WHO HAVE NOTHING) (2:19) [Trio, Cotillion, Milky Way, BMI—Mogol, Donida, Leiber, Stoller] Intense, electric vocal.

(B) SHIRLEY (2:10) [United Artists, ASCAP—Stillman, Holmes] Warm, smooth vocal.

THE CHANGING TYMES
(R.D. #1 66112)

(B+) TRY A WHOLE LOT HARDER (2:38) [Don White, Janet Lee ASCAP — Shapiro, Mahoney] Low-keyed, one-note rock workout.

(B) YOU MAKE IT HARD (2:01) [Don White, Janet Lee ASCAP—Shapiro, Mahoney] Same over here.

Yesterday...
his first ABC session.

Today...a hit!

FRANKIE LAINE

I'LL TAKE CARE OF YOUR CARES

Arranged by Peter DeAngelis

EV'RY STREET'S A BOULEVARD

Arranged by Oliver Nelson

ABC 10891

Produced By Bob Thiele

abc RECORDS

A SUBSIDIARY OF AMERICAN BROADCASTING COMPANIES, INC.
BEVERLY HILLS, NEW YORK
DISTRIBUTED IN CANADA BY SPARTON OF CANADA, LTD.

Booking: Coast Artists, Inc.,
Milton Deutsch, Pres.

Mercury Execs Holding Chi Meet For '67 Plans

NEW YORK—Mercury Records convenes its key personnel for a meeting this week (15, 16) at the company's headquarters in Chicago. Mercury Records will gather its key exec personnel for a meeting Dec. 15 and 16 at the firm's headquarters in Chicago to chart the company's course for the coming year.

Green stated that "although 1966 has been a truly banner year for our family of labels with many important hits, including several number one records by artists such as The 4 Seasons, Dusty Springfield, Bobby Hebb and The New Vaudeville Band, we cannot rest on these laurels and must look to the future to maintain this type of encouraging achievement."

Chaired by president Irving B. Green, the conclave will concern itself with review of the company's achievements during 1966 and move on to overall plans for recording, and merchandising in 1967.

Product Managers Alan Mink, Lou Simon and Lou Dennis of the Mercury, Philips and Smash/Fontana labels, respectively, as well as national promotion directors Dennis Ganam, Marty Goldrod and Boo Frazier will be on hand along with art and advertising director Jim Ladwig and publicity director John Sippel to coordinate their plans with contingent of A&R personnel who will converge in Chicago.

Charlie Fach, vice president and director of recorded product, will lead his New York based staff of Hal Mooney, Luchi De Jesus, Jerry Ross, Artie Kornfield and Dick Corby to the conference to be joined by Jerry Kennedy and Roy Dea of Nashville and Bob Sarempa from the Los Angeles Mercury office.

Also attending will be Lou Reizner, who helms A&R activity in Chicago and serves as import coordinator for material coming to the company from its many overseas affiliates via the world-wide Philips organization.

FULL SIZE—Mrs. Miller's second LP has hit the market and among the publicity tools brought to bear is this full, life size display featuring the Capitol artist. The display has been causing quite a sensation from coast to coast.

Jay Hamilton Joins TAP In Promo Rep Slot

HOLLYWOOD — Former radio program-music director and deejay Jay Hamilton has joined Don Blocker's Hollywood-based record promotions firm, TAP (Talent-Artist Productions), as a promotions representative. Hamilton will be doing promotions for the firm in the Pacific Northwest, as well as California.

Before joining TAP, Hamilton had been associated with Radio Station KASH in Eugene, Ore., as program and promotions manager. He also has done recording supervision and songwriting for Jerden Music Inc. and Burdette Music Co. (BMI) of Seattle.

GOOD DEAL—At the recent Arthur Prysock-MGM signing (see story issue of Dec. 3) the inking was toasted by (left to right) MGM publicity director Sol Handwerger, producer Hy Weiss, artist relations manager Frank Mancini, Prysock, director of marketing Lenny Scheer and company prexy Mort Nasatir.

Musicor Links Tripp LP To His Xmas Flick

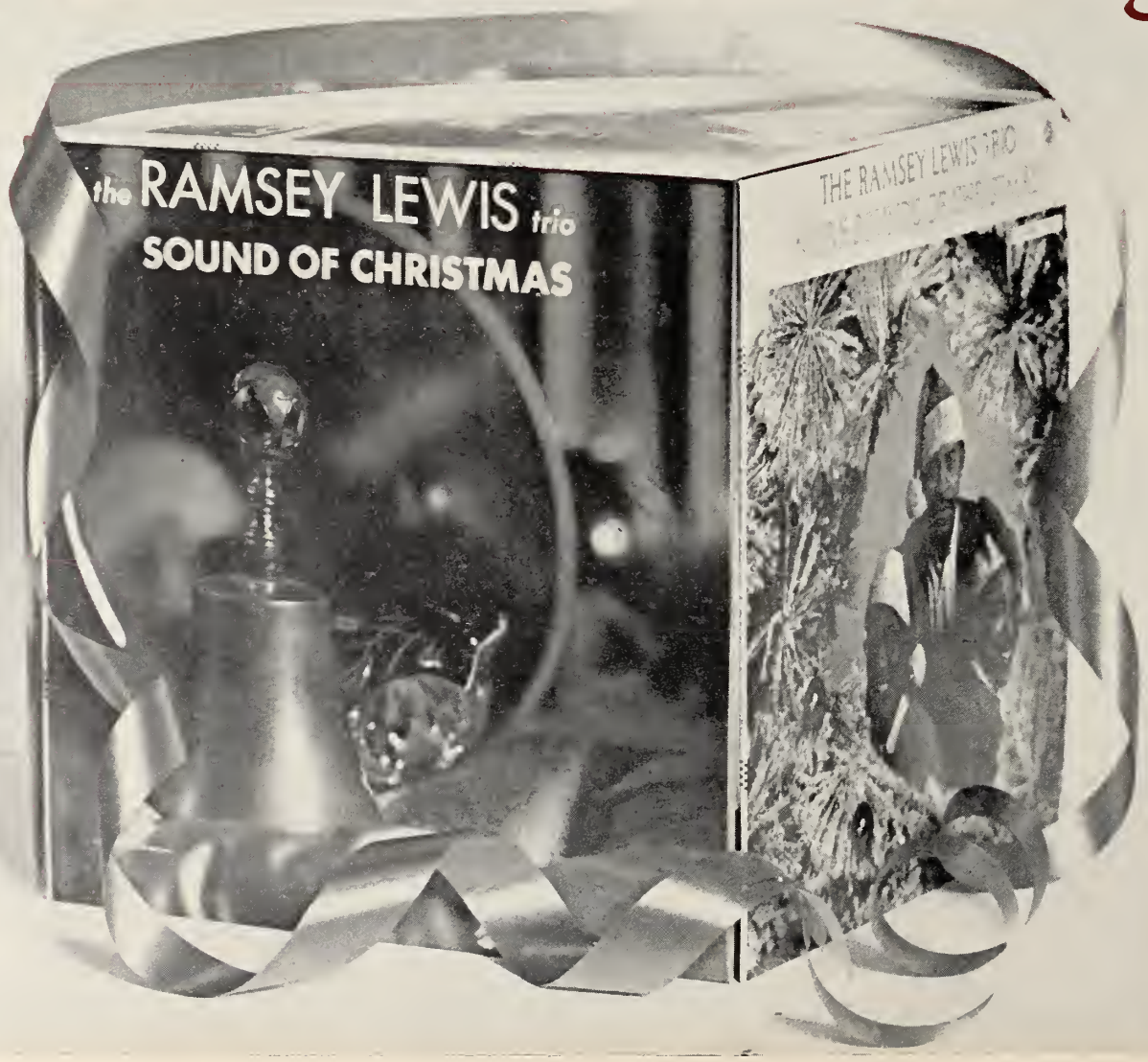
NEW YORK—Musicor Records has moved to set up a series of nationwide merchandising tie-ins through its distributors in connection with the opening of the film "The Christmas That Almost Wasn't," starring Musicor's Paul Tripp. Tripp is the host of the kiddie TV show "Birthday House," the spirit of which is also captured on Tripp's several Musicor "Birthday House" albums.

Last Christmas season, the New York area Korvette stores reported good sales of Tripp's first Musicor "Birthday House" LP. With the picture being shown on a national basis now, the label envisions a vastly increased sale of not only the "Birthday House" albums but a new Tripp-starring LP as well, based on his famous TV character, "Mr. I. Magination."

During the immediate pre-Thanksgiving period, Tripp made personal appearances in connection with his Musicor LP's at Korvette stores throughout the New York area. He later made a series of appearances at 30 theaters in the area showing his new film, which was produced in Italy earlier this year.

Musicor Sales vice president Chris Spinosa has contacted all the firm's distributors with regard to special displays in record stores and on racks of Tripp's entire Musicor product wherever the motion picture is showing. The picture itself is getting heavy newspaper advertising.

The Ideal Christmas Package



CADET RECORDS

50,000 Sold First Week!

DON'T TAKE MY KINDNESS FOR A WEAKNESS

Earl Gains - HBR 510

B/W I HAVE LOVED AND I HAVE LIVED

Follow up to "THE BEST OF LUCK TO YOU" HBR 481

New from the Motion Picture "THE WILD ANGELS"

Blues Theme

The Hogs

HBR 511

Top Ten in Detroit!

SOUL SISTER — Four Gents — HBR 509 THE FIFE PIPER — The Dynatones — HBR 494

New LP Releases

THE AVENGERS
HLP 8506/9506
on ABC Network TV

The Best of Luck to You
HLP 8508/9508

THE FIFE PIPER
HLP 8509/9509

HBR

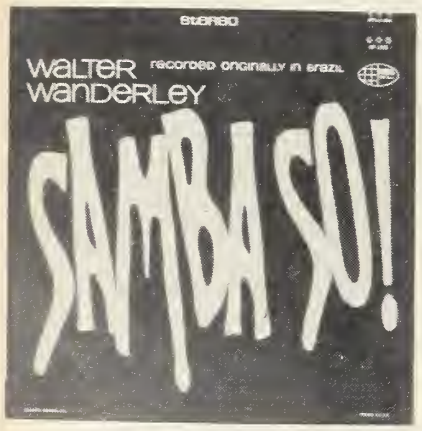
HANNA-BARBERA RECORD SALES INC.
3400 CAHUENGA BLVD., HOLLYWOOD, CALIFORNIA

THE BEST OF THE BIG

PJ-10113

&

LITTLE



WP-1856

ON WORLD PACIFIC PACIFIC JAZZ

FOCUS ON JAZZ

On Wednesday, November 30, there appeared in The New York Post a feature article extolling the virtues of Billy Taylor, a name that is well known to the followers of jazz. Because it was written for the broad cross-section of readers, The Post article barely scratched the surface, something understandable because of space limitations in a daily evening paper. The brevity of the article in no way diminishes the noble intent of The Post. In whatever space was alloted, Billy Taylor was praised, as well he should be.

A Champ

This column is written strictly with a jazz perspective, and it permits us to go much more in depth on a particular theme; consequently, today's writing will concern itself exclusively with the world of Billy Taylor. Because Billy's functions are mainly confined to The Greater New York area, it will have something of a local flavor. But for those readers who have an abiding interest in jazz, the qualities of Billy Taylor will have a familiar ring, no matter where you live; for in each community, there is a Billy Taylor, one whose devotion to jazz places him a little bit above his fellows. As in all things, the degree of devotion is what makes champions, and in no uncertain manner, let it be said, "BILLY TAYLOR IS A CHAMPION!".

In a day that leaves very little time for resting, Billy conducts a daily jazz deejay show on radio, leads The Billy Taylor Trio six nights a week at The Hickory House on 52nd Street in New York, and in his "spare time" Billy is always involved in other musical projects. The other projects might be helping to plan for some of next year's jazz festivals, or beginning his outline for the 1967 edition of The Jazzmobile, or perhaps it will be as a consultant to some bewildered television producer or director who needs the good counsel that Billy has to offer. In any event, it should be apparent that Billy is a very busy fellow; those of us who know him, often reflect that in spite of his growing number of activities, Billy has remained the nice guy that he was to begin with. That in itself is like a breath of fresh air, because, unfortunately, one of the more distasteful side effects of prominence is watching a person's character change, usually for the worse. If anything, Billy has grown even nicer with his increased popularity.

Dominant Jazz Voice

The time has come when, in New York City, Billy Taylor is the dominant jazz voice, the most powerful influence. His daily jazz show on radio in the prime time slot of 4:30 P.M. to 7:30 P.M. has been very largely responsible for this ascension, but not entirely. Billy's honest and "no axe to grind" attitude has endeared him to the jazz community, and everyone in that community recognizes that BT tells it just the way it should be told. He also did a series of television shows on the newly operated UHF outlet in Newark, Channel 47. He has become the most often sought moderator for jazz concerts in the Greater New York area, and his efforts as The Workshop co-ordinator and moderator for George Wein's Jazz Festivals have garnered him rave notices from the most difficult to please jazz critics. It would be safe to say that Billy has come of age as MR. JAZZ in New York City.

WLIB-FM, the radio station that beams the sound of jazz in New York City from noon to midnight, seven days a week, is another evidence of Billy's dedication to jazz. It was Billy who convinced Harry Novick, the station owner, that an all-jazz format would be very well received in New York City. "After all, hadn't it been done in several other metropolitan areas? If it worked elsewhere, certainly it would work in New York." These were the sentiments expressed by Taylor. So, with the acquisition of its FM license, WLIB began its menu of jazz for the hungry listeners in and around New York City. First it was four hours a day, then eight, now twelve, and soon, it is hoped, twenty four hours a day. When the "around the clock" policy is instituted, another big "thank you" should be accorded Billy Taylor. He, more than anyone else, will be responsible for its having come to fruition.

Depending upon the amount of daylight that is dictated by the calendar, because WLIB-AM is a sunrise to sunset licensed operation, some of Billy's radio show is simulcast on AM & FM. Actually, his AM stint is just about the only jazz that can be heard on standard radio in New York City. (How about that for a frightening state of affairs? Who would ever dream that in the biggest city in the world, only one station would broadcast jazz on AM?) Besides conducting his own deejay show, Billy is the musical director for WLIB-FM, a job that permits him to inject his impeccable taste.

Faulty LP Format

Billy's last recording affiliation was with Capitol Records, and it left a great deal to be desired, from this writer's point of view. Taylor is a jazz pianist, and his albums for Capitol strove to present him as a jazz-flavored pop pianist, a fault not common only to the Billy Taylor albums, but to Capitol's concept, in general, where jazz artists are involved. And if you don't think so, ask Howard Roberts, Junior Mance, Jack Sheldon, Joe Bucci, et al. Billy's Capitol albums contained only short tracks, an apparent attempt to get them played by pop stations. But it doesn't work that way; unfortunately, this kind of programming offends the jazz deejays and it is too hip for the commercial jockeys. So, it doesn't make it for anyone, really, and that's a drag for the performer who wants to hear his recording played by someone. To return to Billy Taylor, his current playing with his trio is more exciting than ever and he should be recorded just the way he and his guys play it nightly at The Hickory House.

Fifty Second Street, the site of The Hickory House, is not new to Billy. He has spent many nights on The Street playing piano since the halcyon days of Bop. Yes, Billy's got roots in jazz, and his playing today is the distillation of nearly a quarter century of playing professionally. Of course, to see Billy would make that statistic unbelievable; no one would concede that this young, agreeably academic-looking man could be in his Silver Anniversary as a professional jazz musician.

The Jazzmobile

One of his pet projects is The Jazzmobile, which has just finished its second year of operation in New York City, and whose operation has been turned over, for the most part, to Billy Taylor. The Jazzmobile, for the benefit of "the out of New York Towners", is a series of daily jazz presentations that are offered during the Summer in many of the lower-income areas of Greater New York, generally in those communities that have a predominantly Negro population. The chance to participate in this program pleases Billy, doubly; first, it gives him a chance to bring "his" music to many who, otherwise, would not get the chance to hear it played "live"; secondly, it gives Taylor the opportunity to provide work for many of his deserving jazz musician associates. In its original design, the cost of presenting The Jazzmobile was borne by The Musicians Union; however, this past Summer a local beer company picked up the tab, something that gave heart to so many who had been working like mad to get a sponsor of stature to identify with jazz. The Jazzmobile Concerts are held outdoors, weather permitting, and they are wonderful for developing a rapport between the musician and the listener. It is hoped that The Jazzmobile will be a permanent part of The New York scene, and that Billy Taylor will be a permanent part of The Jazzmobile scene. They go nicely together!

Too often, unfortunately, the family of an outstanding personality gets lost in the telling of that person's exploits. Knowing Billy Taylor, nothing could please him more than having his public know that so much of his inspiration comes from his wonderful family. Billy's wife, the Thedora for whom he wrote his theme, is a lovely person, herself a musical talent. Teddy, as I'm sure she would rather be called, and Billy have two children, a son, Duane, and a daughter, Kim, born in that order about four years apart. Duane is sixteen, and I suppose that should make Kim twelve. When you see the Taylor family, you can understand why, in spite of his myriad activities, Billy finds time to spend with his loved ones. A guy would have to be crazy not to spend a lot of time with people as nice as that!

If this sounds as though it has turned out to be a personal testament to Billy Taylor, good!! It would be difficult to think of anyone who has, and continues to be, such an articulate spokesman for jazz. It becomes even more significant when that eloquent spokesman is himself an accomplished jazz pianist who can say it—and play it.

(I have asked the editor of Cash Box to permit me to sign my name to this particular article because it has a personal flavor to it. Billy will know that I've written it, but I want everyone else to know how much I respect him and all that he represents.

Atlantic Inks Keely Smith

NEW YORK—Keely Smith has been signed to a long term, exclusive contract with Atlantic Records. The signing was negotiated with the artist's manager, Joe De Carlo, of De Carlo-Kresky Enterprises, by Ahmet Ertegun, president of Atlantic.

The first recordings by Keely Smith on her new label will be issued early next year. Ahmet Ertegun is flying out to the West Coast shortly to arrange her initial sessions for Atlantic.

Barry Young Dies At 35

HOLLYWOOD—Barry Young (C. L. Fitzgerald), 35, died Friday, Dec. 2, in St. Joseph Hospital, Burbank, after a prolonged illness. Services were held Dec. 6 in Pierce Bros. Beverly Hills chapel for this recording singer whose most popular disk was "One Has My Name." Ironically, the title of his new Columbia Record is "My Future Just Passed."

He leaves his widow, Donna Lee Fitzgerald, three daughters and a son.

PRETTY PLAQUE—Eddie MacHarg (left) and Hy Kanter of The Big 3 Music Corp. flank RCA Victor A&R-man Al Schmitt while they present him with a plaque marking Eddie Fisher's hit single "Games That Lovers Play" and the forthcoming LP that bears the same name.

That Lainie Kazan sure has what it takes.

And what it takes is a great tune like this!

Kiss Tomorrow Goodbye

b/w Sweet Talk

K-13657

Europe's *new* hit song.
America's *now* TV star.
And a single headed
straight for the charts.
It figures!

MGM
RECORDS

MGM Records is a division of Metro-Goldwyn-Mayer Inc.

Cash Box RECORD RAMBLINGS

NEW YORK:

Last week we discovered (everybody's got to be a Lief **Erikson** once in a while) another club that, like the Improv, is well worth the attention of music biz folk. The scene is the old Charlie Bates' Saloon (on 1st Ave. near 78th St.) and the format on Sunday nights is much like Budd Friedman's place in that the stage affords an almost constant parade of talent, some new and some established. **Ede & Lynn Kellogg** (who were signed by ABC after being heard at Charlie Bates'), the **Ellen Stark Trio, Caesar Peters,** and 19-year-old newcomer-lass by the name of **Janie Stuart** were among the acts we saw. There's a lot to be said for all of them as well as for the new look at **Charlie Bates'**.

Al Altman asked what we thought of the little white Christmas tree in the Metric office. We told him that it was upside down. Presumably it's been righted by now. No matter how you look at it, it's still a pretty tree.

Larry Weiss is producing the next **Shondells** session. . . . **Cathy Carr** is playing Basin Street East with a new act from Dec. 15 through 31. . . . Vanguard's **Eric Anderson** will be working the Cafe Au-Go-Go for a week beginning Dec. 13. . . . **Anthony & the Imperials,** who completed four sides and a new album with arranger-producer **Teddy Randazzo** for their Veep-United Artists label last week Dec. 9, are being set for a 10-day tour of the south in mid.-Jan. . . . the **Youngbloods,** currently represented by an RCA Victor single "Grizzly Bear," are packing 'em into the Scene.

Aaron Neville has been signed for representation by Capitol Booking, according to **Ron Terry**, prexy of the firm.

Norm Rubin says that Jimmy Castor's "Hey Leroy" on Smash "looks like the biggest thing in Merrec's history."

Seth Conners did a set at the Scene last week. The MGM chanter has been signed for an up-coming "Up Beat" TV'er and will have his first deck released in Jan. "Cry Cry Cry" is the title.

Metro has added the Project 3 and Palmer labels to its work list. Project 3 is represented by the **Kissin Cousins**' "You Were Never There" and the Palmer debut is "Gunfred Goon" by the **Inside Outs.** According to **Ron Weisner,** decks bearing watching are: "Catch Me In The Meadow" by the **Tradewinds** on Kama Sutra; "Santa's Got A Brand New Bag" by **Joey Reynolds** on Swan; and, of course, "How Do You Catch A Girl" by **Sam The Sham** on MGM.

Annette Sanders has cut a single of "Come To The Masquerade" and "Any Other Way." Both tunes are from the current off-B'way effort, "Man With A Load Of Mischief."

The **Serendipity Singers** played a gig at the Univ. of Rhode Island Dec. 9th and will work Toledo's Museum of Art Dec. 16th.

Ray Passman of Picturetone says that Tobi-Ann Music is hot with the following songs: "You And Me," Shaggy Boys, U.A.; "Come Take A Ride In My Boat," Rare Breed, Attack; "Everything's Wrong, "Cooperettes, Decca; and "Where Have You Been," Linda Gayle, Columbia.

Damita Jo taped a **Mike Douglas** TV'er. She did her current Epic release of "If You Got Away."

Pete Bennett notes that Bobby Vinton's coming "Coming Home Soldier" is "breaking from coast to coast" and that it is doing especially well on the seaboard regions.

The **McCoys** will tour with **Sonny & Cher,** the **Yardbirds,** and **Dino, Desi & Billy** for five one-nighters through Tex. from Dec. 26 to Dec. 31.

Elektra's **David Blue** will play the Gaslight Cafe on MacDougal St. for a week beginning Dec. 13.

The **Diablos,** whose current Jubilee single is "El Bandito"/"Hombre," will open at Queens College Dec. 14. **Joe Negroni** is leader and producer, **Andy Catenai** plays bass guitar, **Joe Nappi** plays lead guitar, **Andrew Catenai** plays rhythm guitar, and **Mitch Rayboy** plays drums.

Blue Note's **Bernie Block** is currently on the coast for corporate meetings. He promises to be back in Gotham by the 24th and has noted that the **Stanley Turrentine** LP "Rough 'n Tumble" is happening.

Maurice Roffman's "Home For Christmas" (Grove BMI) was debuted by **Albert Myara** at the Champagne Gallery.

HOLLYWOOD:

The niagara, which threatens to make this December the wettest in L.A.'s history, dampened the gush of teenage dissenters along the strip last weekend. But another deluge has engulfed the town—a profluence of protest disks involving the Sunset rebellion. First to arrive was "S.O.S." by **Terry Randall** on Valiant, an unsophisticated blues styled ditty set to a repetitious but nevertheless provocative Morse code cry for deliverance. **Sonny Bono's** "Sunset Symphony" (which will be released on Atco) is in the form of a documentary backed by the dissonance of stroboscopic sound. And latest release is by the **Buffalo Springfield,** composed by lead singer **Steve Sills,** last Wednesday, waxed at 4:00 a.m. on Thursday and delivered to local stations on Friday. According to **Charles Greene** and **Brian Stone,** who produced the disk (titled "For What It's Worth") KBLA was airing it less than 48 hours after it was composed. In the words of Steve Sills—the "battle lines are drawn." Whether any or all of these sides will sell outside of Los Angeles is a question that only time and teenagers will answer. Already the Valiant record is moving in quantity here.

Our "West Coast Girl of the Week" is 23 year old **Linda Somers** who has just joined Kama Sutra as personal secretary to **Robert Krasnow,** west coast manager for the label. Linda spent a year with Columbia as a revolving secretary for **Allan Stanton, Billy James, Terry Melcher** etc., having arrived from Chicago at the age of four. This adorable pint sized blonde Holly Golightly, Gidget and gal next door aims to someday produce her own disks—and don't for a moment doubt her determination or ability. At the moment she's learning to play the flute because "it's easy to lug around."

Ray Anthony has started his own label—it's called Space Records and it's located at 9000 Sunset. Label is separate and apart from Ray's own activities as an artist for Capitol—has been with the label 17 years and has several more to go on his current contract. . . . **Derek Taylor,** noting that readers of Britain's New Musical Express have named **the Beach Boys** the top group in the world (following their appearances in England) reminds us that **William the Conqueror** subjugated England in 1066—"**Wilson,** the conqueror did it in 1966." . . . **Billy James** and Elektra's offices have moved to 6725 Sunset. . . . **Lenny Lewis** has resigned his post as PR exec at The Flamingo in Vegas and set up an artists' rep agency in L.A. Former manager for **Artie Shaw** and **Count Basie,** Lewis also represented E.B. Marks on the coast. Joining him is **Don Haynes,** the famed manager for **Glen Miller.** Firm is Lewis and Haynes Artists Rep. . . . The **Lively Set** firmed by McCann-Erickson, Inc. to cut institutional station breaks for the International Coffee Council. . . . The **Knack,** Capitol's newest group, invited to perform for **Mayor Yorty**'s Youth Corps ceremonies this week at City Hall. . . . **Robie Porter,** who visited the coast recently, pacted to a 5 year contract by MGM Records with forthcoming appearances on "Tonight," **Ed Sullivan** and supper clubs across the nation. . . . Liberty Records' **Vikki Carr** opens for three weeks at the Sahara-Tahoe Dec. 13. . . . Capitol Records has set **Al Martino** to record "Warm and Tender Glow" written by **Tommy Leonetti** and **John Gary.** . . . **Barbara McNair** opens the holiday season entertainment at the Westside Room of the Century Plaza starting Dec. 13—latest Motown LP is titled "Here I Am." . . . Don't blame **Sergio Mendez and Brazil '66** for the "Constant Rain" engulfing L.A., but hold them largely responsible for the SRO business this past week at the Chez on Santa Monica. Latest single, according to A&M's local flack **Russ Shaw,** is "pick hit" product at KCBQ in San Diego, KMEN in San Bernardino and KAFY in Bakersfield. Group, at the moment, can be found at the Cave in Vancouver and is set to co-star with **John Gary** Dec. 28-Jan. 1. at the Houston (Texas) Memorial Theater. . . . ANB Records rush releasing **Bud Brisbois'** LP "Plays Mancini" next week. . . . Sterling Prod., headed by **Don Reed,** has signed a new group called the Premiums. . . . **Jennie Smith,** former featured vocalist on the "**Steve Allen Show,**" is celebrating her initial single with GNP Crescendo. It's titled "Never Trust A Stranger" b/w the oldie "As Time Goes By." She's booked into Shifty's in San Diego for two weeks starting Dec. 13. . . . **Tim Morgan** goes folk-rock for the **Joan Baez** concert as special guest star, co-produced by **Doug Weston** and KRLA at the Santa Monica Civic Dec. 16. . . . A note of nostalgia—**Henry Mancini,** just returned from scoring for the **Audrey Hepburn-Albert Finney** starrer, "Two For The Road," tells us he has lured famed violinist **Stephan Grappelly** out of retirement in Cannes to be prominently featured in the film's musical score. **Grappelly** gained world fame as a featured soloist with the late **Django Reinhardt** and made most of the renowned "Hot Club Of France" disks. Grappelly is now 67 years old.

KHJ-Radio's **The Real Don Steele** portraying "KHJ-Radio's The Real Don Steele" on this week's "Bewitched" TV'er is very believable.

CHICAGO:

WVON's "Good Guys" Annual Christmas Party, hosted by general manager **Robert F. Bell,** program director **Lucky Cordell** and the deejay staff, was on tap Dec. 4 in McCormick Place with all proceeds used to buy Xmas baskets for the needy. Top R&B recording stars donated their services for the jolly shindig. . . . Summit's **Bob Schimmel** tells us the **Dave Clark Five** are enjoying a sales revival here with their current outing "Nineteen Days," which is heading up once again after a brief downward trod! Also doing well, according to Bob, are **The Yardbirds** "Happening Ten Years Time Ago" (Epic) and "The Eggplant That Ate Chicago" by **Dr. West and Company** (Go Go). . . . **The Ides of March, Gary & The Hornets** (who have "Hi Hi Hazel" on Mercury) and **Dave, Dee, Dozy, Beaky, Mick & Tick,** are skedded for guest shots on **Jack Mulqueen's** "Kiddie A Go Go" show. Latter group will demonstrate a new dance to the accompaniment of their Fontana click "Bend It." . . . **Ralph Cox** long distanced from Cleveland that several jocks in the Ohio area have picked new Mainstream single "Satisfy'n Sunday" by **The Underground.** Deck is reportedly breaking big out there. Also going for him is **Carmen MacRae's** "Alfie" album. . . . **Tony Bennett's** current stand in the posh Empire Room is sro nightly. . . . **Bob Garmisa** info's **Dean Parrish's** "The Skate" (Boom Boom) and "It's Now Winter's Day" by **Tommy Roe** (ABC) are hot items. Also, "Gimme Some Lovin' " by the **Spencer Davis Group** (UA), which is #3 on the English charts. . . . **Morty Wax** long-distances that **Scandor & Shayne's Hermie Dressel** reports that the new "Upstairs Room" in Detroit will feature its first name group, **The Kingsmen,** Dec. 22 & 23. . . . **Dave Garroway** quietly slipped into Windy City last week to narrate WBKB-TV's upcoming special "The Opera Makers" and to visit some of his friends. . . . "Batman" will attend Balaban & Katz Christmas party for the children of ABC and B&K employees. (If you look under the mask you'll find WBKB-TV's **John Garvey.**) . . . Guest stint of **Franklin David** on WGN's **Barn Dance** (Nov. 26) met with such enthusiastic audience response that producer **Dolph Hewitt** signed him on the spot to return Jan. 21. . . . WCFL was awarded a Safety Commendation for exceptional traffic safety during 1965. (How about that, **Ken Draper?**).

HERE AND THERE:

PHILADELPHIA—**Matty "Hum Dinger" Singer** mentions that both sides of the **Mamas and Papas'** outing are prime request items. The lids are "Words Of Love" and "Dancing In The Streets." **Dean Parrish's** "Skate" outing (Boom) is another quick mover. Tip is the new **Tommy Roe** out this week.

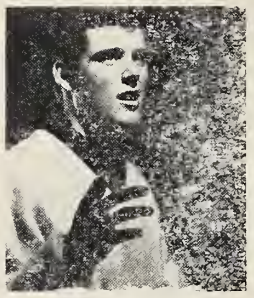
YOUNGBLOODS

SETH CONNERS

EDE & LYNN KELLOGG

ROBIE PORTER

LINDA SOMERS



TIM MORGON

a wild new Ventures'

single

Epic Doing Well In C&W, Pop, & R&B

NEW YORK—Epic Records is enjoying a "holiday sales surge" with LP and singles product doing well in several musical areas.

"Mellow Yellow" by the British vocalist, Donovan, is currently in the No. 3 spot on the Top 100, eight weeks after its release. The record shows signs of following sales pattern established by the young artist's "Sunshine Superman" single and LP. The LP is currently listed on the Top 100 Albums.

Vocalist Bobby Vinton has scored again with his latest Epic single, "Coming Home Soldier."

"The Eggplant That Ate Chicago," a single by Dr. West's Medicine Show and Junk Band (released on the new Epic-distributed Go Go label) has been making noise, and is now making its way up the chart. Response has been such toward this recording, that Epic is rushing the group's debut LP, "The Eggplant That Ate Chicago" into release.

One of Epic's hottest vocal-instrumental groups, The Dave Clark Five, is currently represented on the charts with two LP's, "The Dave Clark Five's Greatest Hits, and "More Greatest Hits." Another popular British group, the Yardbirds, is making a strong showing with their single "Happenings Ten Years Time Ago." In addition, the group is listed on the LP best-selling charts with "Over Under Sideways Down." A single entitled "Shapes In My Mind" by Yardbirds member Keith Relf is also showing some action.

David Houston has recently ridden high on the Pop as well as C&W charts with his hit album, "Almost Persuaded." In addition, his latest single, "Where Could I Go (But to Her)" is already listed high on the C&W chart, and Epic now reports that the flip side, "Loser's Cathedral" is also beginning to make an impressive showing. A new single "Apartment #9" by songstress Tammy Wynette gives an indication of becoming another strong for Epic in the country field.

Vocalist Damita Jo is also enjoying outstanding success with her latest Epic single, "If You Go Away," which marks a radical departure from her traditional style repertoire.

Two new Okeh singles, "Commandments of Love" by Little Richard and "Ain't No Soul" by Major Lance are enjoying widespread sales success, and look to be strong contenders for the top spot on the best-selling R&B charts.

World Pacific Pushes Single On Soul City

LOS ANGELES—To bolster the release of a new single by the 5th Dimension, on Soul City Records, Macey Lipman, national sales manager of World Pacific, distributor of Soul City product, has planned an all-out campaign on the disk, which will include extensive trade advertising.

According to Lipman, Soul City's Marc Gordon puts the platter in a "mod bag," that is a combination of pop, R&B and psychedelic sounds. The new single was penned by Johnny Phillips, notable for his success as a tunesmith for the Mamas and the Papas.

Johnny Rivers, owner of Soul City product, and general manager Gordon, concocted the name, 5th Dimension, for the vocal quintet (three boys, two girls) formerly known as the Versatiles, when they toured with Ray Charles for six months last year.

"VERY FEW CHRISTMAS ALBUMS BECOME TRADITIONS. KENNY BURRELL'S HAVE YOURSELF A SOULFULL LITTLE CHRISTMAS WILL BE ONE OF THEM. IT'S THAT GOOD! KENNY AND ARRANGER RICHARD EVANS HAVE COLLABORATED ON AN ALBUM THAT BEAUTIFULLY ILLUSTRATES HOW TO HAVE A SOULFUL CHRISTMAS."

SID McCOY
WCFL
CHICAGO, ILL.

Liberty To Cut 'A Joyful Noise'

HOLLYWOOD — Negotiations have been completed for Liberty Records acquisition of the original cast album from the new Broadway musical, "A Joyful Noise," opening at the Mark Hellinger Theatre on December 15.

Al Bennett, label president, personally "scouted" the deal and set A&R administrative director Dick Peirce to research the project.

The new musical is being produced by Edward Padula and Slade Brown in association with Sid Bernstein. Directed by Dore Schary and written by Padula, it stars musical veteran John Raitt. Oscar Brand and Paul Nassau wrote the music and lyrics with Rene Wiegert billed as musical director.

Based on Borden Deal's "The Innocent Breed," the production also stars Swen Swenson and features George Matthews, Leland Palmer, Art Wallace, The Motley Crew, Karen Morrow, Clifford David and Susan Watson. Orchestrations and vocal arrangements are by William Stegmeyer, dance music was penned by Lee Holdridge while dances and musical numbers were staged by Michael Bennett.

Peirce just returned from New York City where he finalized the agreement and attended a preview performance, will begin recording shortly after the opening.

Rusid Productions On Busy Schedule

NEW YORK — Rusid Productions, headed by Russ Miller, Sid Ascher, and Tony Camillo, is now preparing a TV game show for network presentation next season, scheduling a motion picture for filming in Mexico next summer, and producing records which are being placed with major labels. The organization's operation includes music publishing, and personal management.

Russ Miller is a veteran of the music and record production fields, and most recently was professional manager for Saturday Music. Tony Camillo, head of the music department at Alma White College, Princeton, N.J., is a noted composer-arranger-conductor-producer. Sid Ascher is known for his work in public relations, promotion, and personal management. He has been responsible for national buildups of many stars including Tony Bennett, Vic Damone, and Lisa Kirk.

Cash Box TOP 50 IN R&B LOCATIONS

1	THAT'S LIFE *Frank Sinatra (Reprise 531)*	1	
2	TELL IT LIKE IT IS *Aaron Neville (Parlow 101)*	3	
3	WHISPERS *Jackie Wilsan (Brunswick 55300)*	5	
4	I'M READY FOR LOVE *Martha & The Vandellas (Gardy 7056)*	4	
5	MUSTANG SALLY *Wilsan Pickett (Atlantic 2365)*	7	
6	YOU KEEP ME HANGIN' ON *Supremes (Matown 1101)*	2	
7	ARE YOU LONELY FOR ME *Freddie Scott (Shout 207)*	8	
8	I'M YOUR PUPPET *James & Bobby Purify (Bell 648)*	6	
9	I FOOLED YOU THIS TIME *Gene Chandler (Checker 1155)*	15	
10	STAND BY ME *Spyder Tuner (MGM 13617)*	22	
11	TRY A LITTLE TENDERNESS *Otis Redding (Volt 141)*	12	
12	WACK WACK *Young Holt Trio (Brunswick 55305)*	30	
13	I'VE PASSED THIS WAY BEFORE/ TOMORROW'S TEARS *Jimmy Ruffin (Saul 35027)*	27	
14	I'M THE ONE YOU NEED *Miracles (Tamla 54140)*	10	
15	IT TEARS ME UP *Percy Sledge (Atlantic 2358)*	20	
16	PAPA WAS TOO *Joe Tex (Dial 4051)*	31	
17	MY BABY'S GONE *Danald Height (Shaut 204)*	19	
18	YOU NEED CONFIDENCE *Van Dykes (Mala 549)*	18	
19	BACK IN THE SAME OLD BAG AGAIN *Babby Bland (Duke 412)*	24	
20	LET'S FALL IN LOVE *Peaches & Herb (Date 1523)*	13	
21	(I KNOW) I'M LOSING YOU *Temptatians (Gardy 7057)*	16	
22	I'M GONNA MISS YOU *Artistics (Brunswick 55301)*	21	
23	STANDING IN THE SHADOW OF LOVE *4 Tops (Motown 1102)*	49	
24	MERCY, MERCY *Cannon Ball Adderly (Capital 5798)*	—	
25	SILVER BELLS *Earl Grant (Decca 25703)*	—	
26	DON'T ANSWER THE DOOR *B. B. King (ABC Paramaunt 10856)*	9	
27	BUT IT'S ALRIGHT *J. J. Jackson (Calla 119)*	14	
28	MONEY PART #2 *Jr. Walker (Saul 35026)*	17	
29	YOU CAN BRING ME ALL YOUR HEARTACHES *Lou Rawls (Capitol 5790)*	—	
30	HARLEM SHUFFLE *The Traits (Scepter 12169)*	26	
31	I CAN'T PLEASE YOU *Jimmy Robbins (Jerhart 207)*	36	
32	SWEET LITTLE BABY BOY (PART I) *James Brown & the Famaus Flames (King 6065)*	34	
33	BABY WHAT I MEAN *Drifters (Atlantic 2366)*	33	
34	HALF A MAN/LOOK AT GRANNY RUN RUN *Howard Tate (Verve 10464)*	—	
35	I'M YOUR BREADMAKER BABY *Slim Harpo (Excella 2282)*	38	
36	YOU GOT ME HUMMING *Sam & Dave (Stax 204)*	44	
37	STANDING ON GUARD *Falcons (Big Wheel 1967)*	37	
38	YOU'RE TAKING UP ANOTHER MAN'S PLACE *Mable John (Stax 205)*	—	
39	WHAT IS SOUL? *Ben E. King (Atco 6454)*	—	
40	HYMN #5 *Mighty Hannibal (Jasie 9642)*	40	
41	SOUL SUPERMAN *Hesitations (Kapp 790)*	43	
42	THERE'S SOMETHING ON YOUR MIND *Baby Ray (Imperial 66216)*	—	
43	KARATE *Emperar's (Mala 543)*	—	
44	AT THE PARTY *Hector Revera (Barry 1011)*	46	
45	ALVIN'S BOO-GA-LOO *Alvin Cash (Mar-V-Lus 6014)*	45	
46	WATCHING AND WAITING *Mitty Collier (Chess 1987)*	—	
47	THE TRAMP *Lowell Fulsame (Kent 456)*	—	
48	BLACK OLIVES *Bad Boys (Paula 254)*	—	
49	COMMANDMENTS OF LOVE *Little Richard (Okey 4-7262)*	50	
50	SOUL SISTER *Four Gents (Hanna-Barbera 509)*	—	

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ALBUM REVIEWS

POP PICKS

THAT'S LIFE—Frank Sinatra—Reprise 1020/FS-1020

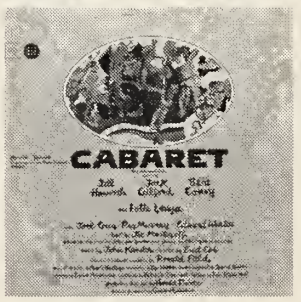
Here is a sure to please, powerpacked package from the old master himself, Frank Sinatra. The set includes such tunes as "I Will Wait For You" from "The Umbrellas Of Cherbourg," the title song, and "Winchester Cathedral." Sure to be a very popular package with all of Sinatra's many fans.

RENAISSANCE — The Association — Valiant —5004

The Association presents a group of rock outings on this set. One track is "Pandora's Golden Heebie Jeebies," currently high on the charts. Other efforts include "Memories Of You," "Songs In The Wind," and "You Hear Me Call Your Name." The album should be a real crowd-pleaser and it's likely to see lots of chart action.

HUMS OF THE LOVIN' SPOONFUL—Kama Sutra KLP/KLPS-8054

Likely to be the Spoonful's most successful package to date, this one features their smash outings of "Summer In The City," and "Rain On The Roof" as well as their brand new single venture, "Nashville Cats." Sure to be a hot package with the group's ever widening circle of fans.



CABARET—Original Cast—Columbia KOS 3040

Upcoming casters will have to be on their toes to beat this one. One of the best musically and lyric-wise in several seasons, it's got plenty of melody and a point of view. Also, considering the book's hard-boiled nature, considerable charm. Most folks know the title song; they ought to get acquainted with lots more of the John Kander-Fred Ebb score. Joel Gray, Lotte Lenya and Jack Gilford are the vocal stars.

IF I WERE A CARPENTER—Bobby Darin—Atlantic SD-8135

Darin's latest offering includes four Tim Hardin tunes in addition to his powerhouse deck of "If I Were A Carpenter". The title song, "Reason To Believe," "The Girl That Stood Behind Me," "Red Balloon," and "Day Dream" are potent tracks. This LP is destined for a smashing trip to the top of the pile.

(TURN ON) THE MUSIC MACHINE—Original Sound—LPM 5015/LPS 8875

The Music Machine is in high gear on this LP, turning out such items as "Talk Tallk," currently high on the charts, "Masculine Intuition," and "See See Rider." All twelve efforts were composed by Sean Bonniwell, who plays rhythm guitar on the album. The set should serve as a fast-selling introduction of the Music Machine to the record-buying public.

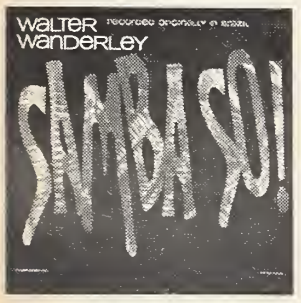
TIME AFTER TIME—Chris Montez—A & M—LP 120

Chris Montez delivers a batch of rock tunes in a smooth, effortless manner. "Time After Time," the title track, is currently on the charts. Other selections include "Our Day Will Come," "The Girl From Ipanema," and "What A Diff'rence A Day Made." The artist's unique, individual styling assures the set of success.

BOOTS WITH STRINGS—Boots Randolph—Monument—MLP 8066/SLP 18066

Boots Randolph in saxophone interpretations of pop standard tunes. Among the tracks are "The Shadow Of Your Smile," "Days Of Wine And Roses," and "I Left My Heart In San Francisco." The artist plays a smooth, flowing sax which is backed by lush string arrangements. The album should find favor with devotees of good instrumental music.

POP BEST BETS

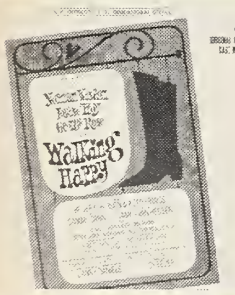


SAMBA SO!—Walter Wanderly—World Pacific—WP 1856/WPS 21856

Walter Wanderly's sound of this album is lighthearted, open, and fresh. Twelve sambas are featured on the LP, among them "Samba Of My Town," "Samba De Bossa," and "One Note Samba." The organist plays with verve and gusto, and the set is sure to take off, helped on its way by lovers of good popular and jazz music.

OLE!—Manitas De Plata—Vanguard VRS-9224/VSD-79224

The music of the Gypsy is performed here by the renowned flamenco guitarist Manitas De Plata. He is vocally accompanied by Jose Reyes and Manero Ballardo. "Song Of Sara" is a guitar solo and is perhaps the most outstanding track on this thoroughly outstanding album. Should be a fast moving item destined for many a record collection.



WALKING HAPPY — Original Cast — Capitol SVAS 2631

"Walking Happy" is the musical version of "Hobson's Choice" for which Sammy Cahn & Jimmy Van Heusen have written pleasant, but all-too-predictable songs. The title song and "Use Your Noggin" are the kind of tunes that the songwriting team turns out so well and so often for the screen. This cast LP stars Norman Wisdom, Louise Troy, George Rose and the LP's producer, Dick Jones, who did a sparkling job.

MY WAY—Billy Eckstine—Motown—646

Billy Eckstine displays his distinctive approach to a song on this LP. The artist renders such tunes as "A Warmer World," "I'll Only Miss Her When I Think Of Her," and "Talk To Me." The singer evinces impeccable taste and authority in his song styling and his rich baritone voice is coupled with warmth and sensitivity. The album should move well with the artist's many fans.

JUANITA BANANA—the Peels—Karate—KLP 1402/KSD 5402

Melodic madness from South of the border, as witness the title track, "Juanita Banana," "I'm Henry The Eighth," and "Rosita Tomato." For lovers of Irish ballads, there is "(Oh, Danny, Boy) The Pipes Are Leaking." This sort of whimsey is characteristic of the album, which should appeal to fans of musical satire.

LITTLE MILTON SINGS BIG BLUES—Checker —LP/LPS 3002

A package of blues sung by Little Milton Campbell. The artist renders such items as "Feel So Bad," "Woke Up This Morning," and "Don't Deceive Me." Little Milton displays fine musicianship on this set which includes the standard, "Fever." Those who dig the blues will go for this LP in a big way.

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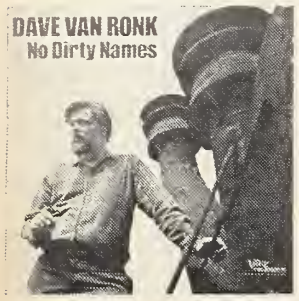
ALBUM REVIEWS

POP BEST BETS



NO DIRTY NAMES—Dave Van Ronk—Verve/Folkways FT/FTS-3009

Pure Blues by one of the foremost contemporary exponents of the idiom, Dave Van Ronk. "Zen Koans Gonna Rise Again," "Freddie," "Blues Chante," and "Alabama Song" are excellent tracks. This package is sure to be sought after by folk and blues buffs in general as well as by the artist's many fans.

CONTACT HIGH WITH THE GODZ—ESP-Disk ESP-1036

An offering of what the diskery refers to as "organic rock" from the Godz, which is the latest group to join the ESP-Disk roster. "White Cat Heat," "Lay In The Sun," "Squeak," and "Na Na Naa" are among the better tracks. The entire set is characterized by a free and unencumbered approach to music and should begin as a fast moving item on the campus circuit.

TALK TO ME, TIGER!—Rita Moss—Dot DLP 3763/25763

Rita Moss sings with verve and feeling. The artist demonstrates great range in her performance. The disk features the title track, "Talk To Me, Tiger." Other offerings are "Red Balloon," "My Melancholy Baby," and "Fly Me To The Moon." The singer shows great artistry on this set which is certain to be popular with her fans and with those tuning in on her for the first time.

A FUNNY THING HAPPENED ON THE WAY TO THE FORUM—United Artists—UAL 4144/UAS 5144

This album is the soundtrack from "A Funny Thing . . ." The hilarity of the motion picture is recaptured on this disk. The tracks include these vocals: "Comedy Tonight," "Lovely," and "Everybody Ought To Have A Maid." The music and lyrics were composed by Stephen Sondheim, with music direction and incidental music by Ken Thorne.

ALONE TOGETHER—32 of the Greatest Songs by Dietz & Schwartz—Evergreen 6604/5

Dietz & Schwartz? To the general public, this songwriting collaboration, (off-and-on for the last 40 years) may not be significant, but the team has produced many favorites (e.g. "Dancing In The Dark" and "Alone Together"). These and lesser known items of their early years are done in a manner that suggests that there is room for an "art song" approach to intelligent pop songs. Nancy Dussault, Karen Morrow, Clifford Daniel and Neal Kenyon are the fine spokesmen for D&S.

WHY DID LENNY BRUCE DIE?—Various Persons—Capitol SKAO-2630

A posthumous probe into the law-hounded life and self-inflicted death of this oft-discussed entertainer. Tapes of Bruce himself as well as Tim Hardin, Paul Krassner, and Jo Jo D'Amore (to name only a few) are employed in this outstanding vocal documentary. A must for all of Lenny's many loyal fans as well as those who only want to know the story.

JAZZ PICKS

HEAT WAVE—Ahmad Jamal—Cadet LP/LPS-777

This is a sizzling hot offering of cool jazz from the Ahmad Jamal. Among the more outstanding tracks on the set are: "April In Paris," "Allison," "St. Thomas," and "The Girl Next Door." A more than welcome adition to any jazz record collection.

FREEDOM TOGETHER—Jaki Byard—Prestige PR-7463

Richard Davis is featured on bass and cello in this set, which is a sure to please item for any jazzophile. In addition to Davis, Jaki Byard is backed by such other jazz notables as Alan Dawson and Jr. Parker. "Nocturne For Contrabass" and the title song are powerful tracks.

SPANISH RICE—Clark Terry and Chico O'Farrill—Impulse A/AS-9127

A delightful jazz romp featuring Clark Terry as directed by Chico O'Farrill. The title song is scheduled to be released, momentarily, as a single. "Que Sera," "Angelitos Negros," and "Macarena" are other blue-ribbon tracks. Jazzophiles of all ages and descriptions are sure to sit up and take notice of this powerhouse set.

PENNY CANDY & OTHER TREATS—Frank Hubbell & the Stompers—Atco 33-196

Frank Hubbell & the Stompers in a bag of Dixieland interpretations. Included in the tracks are the title number, "Penny Candy," "Dawn In Ankara," and "A Walk In The Black Forst." The group incorporates a touch of folk music that graces many of the arrangements. Dixieland fans should dig the sounds that are put down here.

CLASSICAL PICKS

BEETHOVEN PIANO TRIOS—Suk Trio—Crossroads 22-16-0070

A delightful clasical package featuring the Beethoven piano trios as interpreted and performed by the Suk Trio. The "Trio No. 4 In D-Major For Piano, Violin, and Cello, Op. 70, No. 1" (also known as "Geistertrio") is a blue ribbon track. Likely to be a fast selling item with fans of the trio or of Beethoven.

MOZART SYMPHONIES NO. 36, K. 425/NO. 31, K. 297. PETITS RIENS OVETURE—Bavarian Radio Symphony/Leitner—Heliodor—H/HS 25034

Mozart's "Symphony No. 36 in C Major, K. 425," also known as the "Linz" symphony, and "Symphony No. 31 in D Major," often called the "Paris" symphony, are masterfully interpreted by the Bavarian Radio Symphony Orchestra under the baton of Ferdinand Leitner. This album should find its way to many a clasical record library.

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Cash Box

TOP 100 Albums

DECEMBER 17, 1966

Pos.	Last Week		
1	1	THE MONKEES	(Colgems COM/COS 101)
2	2	DR. ZHIVAGO	Soundtrack (MGM E/SE 6 ST)
● 3	16	S.R.O.	Herb Alpert & The Tijuana Brass (A&M LP 119/SP 4119)
4	3	SUPREMES A GO-GO	(Motown M/S 649)
5	4	WHAT NOW MY LOVE	Herb Alpert & Tijuana Brass (A & M LP 114/SP 4114)
6	6	JE M'APPELLE BARBRA	Barbra Streisond (Columbia CL 2547/CS 9347)
7	9	SOUND OF MUSIC	Soundtrack (RCA Victor LOCD/LSOD 2005)
8	8	PARSLEY, SAGE, ROSEMARY & THYME	Simon & Garfunkel (Columbia CL 2563/CS 9363)
● 9	53	GOT LIVE IF YOU WANT IT	Rolling Stones (London NP 3493/PS 493)
10	5	SERGIO MENDES & BRASIL '66	(A & M LP 116/SP 4116)
● 11	14	BORN FREE	Roger Williams (Kapp KL 1501/KS 3501)
12	10	SOMEWHERE MY LOVE	Ray Conniff Singers (Columbia CL 2519/CS 9319)
13	11	GOLDEN GREATS OF GARY LEWIS	(Liberty LRP 3468/LST 7468)
14	12	LOU RAWLS SOULIN'	(Capitol T/ST 2566)
15	13	GUANTANAMERA	Sandpiper (A&M LP 177/SP 4177)
16	7	THE MAMAS & THE PAPAS	(Dunhill D/DS 50010)
17	20	WHIPPED CREAM AND OTHER DELIGHTS	Herb Alpert & Tijuana Brass (A & M LP/SP 110)
18	15	REVOLVER	Beatles (Capitol T/ST 2576)
● 19	44	WINCHESTER CATHEDRAL	New Vaudeville Band (Fontana MGF 27560/SRF 67560)
20	19	SPINOUT	Elvis Presley (RCA Victor LPM/LSP 3702)
21	17	THE WILD ANGELS	Soundtrack (Tower T/ST 5043)
22	25	GOING PLACES	Herb Alpert & Tijuana Brass (A & M LP 112/SP 4112)
23	23	BORN FREE	Soundtrack (MGM E/SE 4368)
24	27	2nd GOLD VAULT OF HITS	Four Seasons (Philips PHM 200-221/PHS 600-221)
25	18	BEST OF THE LETTERMEN	(Capitol T/ST 2554)
26	21	WONDERFULNESS	Bill Cosby (Warner Bros. W/WS 1634)
● 27	52	HUMS OF THE LOVIN' SPOONFUL	(Kama Sutra KLP/KLPS 8054)
28	34	THE BEST OF HERMAN'S HERMITS, VOL 2	(MGM E/SE 4416)
● 29	58	DEAN MARTIN TV SHOW	(Reprise R/RS 6233/RS 6233)
30	29	16 BIG HITS, VOL. #5	(Motown M/S 651)
31	34	WATCH OUT	Baja Marimba Band (A&M LP 118/SP 4118)
32	30	THE TIME OF MY LIFE	John Davidson (Columbia CL 2580/CS 9380)
33	31	LOU RAWLS LIVE	(Capitol T/ST 2459)
34	24	RAIN FOREST	Walter Wanderly (Verve V/V-6 8658)
35	36	JIM NABORS SINGS LOVE ME WITH ALL YOUR HEART	(Columbia CL 2558/CS 9358)
36	40	ANIMALISM	The Animals (MGM E/SE 4414)
37	26	JOHNNY RIVERS GOLDEN HITS	(Imperial LPM 9324/LPS 12324)
38	39	96 TEARS	? Question Mark & Mysterians (Cameo C/CS 2004)
39	22	AND THEN . . . ALONG COMES THE ASSOCIATION	(Valiant VLM/VLS 5002)
40	42	A TIME FOR LOVE	Tony Bennett (Columbia CL 2569/CS 9369)
41	33	BERT KAEMPFERT'S GREATEST HITS	(Decca DLM 4810/DLS 74810)
42	35	MAME	Original Cast (Columbia KOL 6600/KOS 3000)
43	38	MR. MUSIC	Mantovani (London LL 3474/PS 474)
44	47	JACK JONES SINGS	(Kapp KL 1500/KS 3500)
45	41	STRANGERS IN THE NIGHT	Frank Sinatra (Reprise F/FS 1017)
46	28	THIS IS LOVE	Al Martino (Capitol T/TS 2592)
47	37	AFTERMATH	Rolling Stones (London LL 3476/PS 476)
48	43	SO NICE	Johnny Mathis (Mercury MG 21091/SR 61091)
● 49	69	WINCHESTER CATHEDRAL	Lawrence Welk (Dot DLP 3774/DLP 25774)
50	50	BIG HITS (HIGH TIDE AND GREEN GRASS)	Rolling Stones (London NP-1/NPS-1)
51	48	FIDDLER ON THE ROOF	Original Cast (RCA Victor LOC/LSO 1093)
52	54	TRINI LOPEZ GREATEST HITS	(Reprise R/RS 6226)
● 53	82	THE TEMPTATIONS GREATEST HITS	(Gordy GLP/SLP 919)
54	57	A MAN AND A WOMAN	Soundtrack (United Artists UAL 4147/UAS 5147)
55	45	SUNSHINE SUPERMAN	Donovan (Epic LN 24217/BN 26217)
56	49	SINATRA AT THE SANDS	(Reprise 2F/2FS 1019)
57	60	MORE GREAT HITS	Dave Clark Five (Epic LN 24221/BN 26221)
58	55	WILD THINGS!	Ventures (Dolton BLP 2047/BST 8047)
59	46	BUS STOP	Hollies (Imperial LP 9330/LP 12330)
60	59	WADE IN THE WATER	Ramsey Lewis (Cadet M/S 774)
● 61	72	RHAPSODIES FOR YOUNG LOVERS	Midnight String Quartet (Viva V/VS 6001)
62	68	MAN OF LA MANCHA	Original Cast (Kapp KRL 4S05/KRS 550S)
63	70	PSYCHEDELIC LOLLIPOP	Blues Magoos (Mercury MG 21096/SR 61096)
64	64	WORDS AND MUSIC	Roger Miller (Smash MGS 2707S/SRS 67075)
65	61	EAST-WEST	Paul Butterfield Blues Band (Elektra ELK 315/EKS 7315)
66	67	HAWAII	Soundtrack (United Artists UAL 4143/UAS 5143)
67	56	BLACK IS BLACK	Los Bravos (Press PR 73003/PRS 83003)
68	62	OPENING NIGHT AT THE MET	Various Artists (RCA Victor LM 6171)
69	71	TERRY KNIGHT AND THE PACK	(Lucky Eleven LE/SLE 8000)
70	76	NOEL	Joan Baez (Vanguard VRS 9230/VSD 79230)
71	74	BILL COSBY IS A VERY FUNNY FELLOW, RIGHT!	(Warner Bros. W/WS 1518)
72	79	WARM & TENDER SOUL	Percy Sledge (Atlantic LP/SD 8132)
73	75	THE NEW FIRST FAMILY	Bob Booker & George Foster (Verve V/V6-15054)
74	81	GAMES THAT LOVERS PLAY	Eddie Fisher (RCA Victor LPM/LSP 3726)
● 75	88	AWAY WE GO GO	Smokey Robinson & The Miracles (Tamla TLP/SLP 271)
76	73	BUCKET	Jimmy Smith (Blue Note BLP 4235/BST 84235)
● 77	89	GREATEST HITS OF ALL TIME	Gene Pitney (Musicor MM 2102/MS 3102)
78	51	THE HAPPENINGS	(B. T. Puppy BTP/BTPS 1001)
● 79	—	FACE TO FACE	Kinks (Reprise R/RS 6228)
80	77	YOU ASKED FOR IT	Ferrante & Teicher (United Artists UAL 3526/UAS 6526)
81	76	BROADWAY BASIE'S WAY	(Command RS/SD 905)
82	85	IN MY LIFE	Judy Collins (Elektra ELK 320/EKS 7320)
83	87	TINY BUBBLES	Don Ho (Reprise R/RS 6232)
84	86	BORN A WOMAN	Sandy Posey (MGM-E 4418)
● 85	115	FOUR TOPS LIVE!	(Motown MLP/SLP 654)
86	95	SOUTH OF THE BORDER	Herb Alpert & Tijuana Brass (A & M LP/SP 108)
87	81	BIBLE	Soundtrack (20th Century Fox TFM 3184/TFS 4184)
● 88	106	CHANGES	Johnny Rivers (Imperial LPM 9334/LPS 12334)
89	96	PROJECTIONS	Blues Project (Verve Folkways FT/FTS 3008)
90	94	WINCHESTER CATHEDRAL	The Palm Beach Band Boys (RCA Victor LPM/LSP 3734)
91	93	LONELY BULL	Herb Alpert & Tijuana Brass (A & M LP/SP 101)
92	63	KINK'S GREATEST HITS	(Reprise R/RS 6217)
93	104	BREAK OUT	Mitch Ryder & The Detroit Wheels (New Voice M/S 2002)
94	84	BEST OF THE BEACH BOYS, VOL. 1	(Capitol T/ST 2545)
95	98	WHY IS THERE AIR?	Bill Cosby (Warner Bros. W/WS 1606)
96	—	TIME AFTER TIME	Chris Montez (A&M LP 120/LPS 4120)
97	123	COMING ON STRONG	Brenda Lee (Decca DL 4825/DLS 74825)
98	90	DICTIONARY OF SOUL	Otis Redding (Volt M/S 415)
99	122	THE IMPOSSIBLE DREAM	Jack Jones (Kapp KL 1486/KS 3486)
100	108	SIDE BY SIDE	Sandler & Young (Capitol T/ST 2598)

101	WHISPERS	Jackie Wilson (Brunswick DLM 54122/DLS 754122)
102	THE APPLE TREE	Original Cast (Columbia KOL 6620/KOS 3020)
103	MUSIC OF HAWAII	Henry Mancini (RCA Victor LPM/LSP 3713)
104	SPAGHETTI SAUCE AND OTHER DELIGHTS	Pat Cooper (United Artists UAL 3548//UAS 6548)
105	COMMAND PERFORMANCE	Doc Severinson (Command 904)
106	MINE EYES HAVE SEEN THE GLORY	Anita Bryant (Columbia CL 2573/CS 9373)
107	DUSTY SPRINGFIELD'S GOLDEN HITS	(Philips PHM 220-220/PHS 600-220
108	LOOKING BACK	Four Seasons (Philips PHM 200-222/PHS 600-222)
109	HOW SWEET IT IS	Jackie Gleason (Capitol SW 2583)
110	IS PARIS BURNING	Soundtrack (Columbia OL 6630/OS 3030)
111	GO AHEAD AND CRY	Righteous Bros. (Verve V/V-6 5004)
112	ALFIE	Billy Vaughn (Dot DLP 3751/DLP 25751)
113	PETER, PAUL & MARY ALBUM	(Warner Bros. W/WS 1648)
114	ALFIE	Carmen McRae (Mainstream S6084)
115	WISH ME A RAINBOW	Gunter Kallmann (4 Corners SCL/SCS 4235)
116	YOU AIN'T WOMAN ENOUGH	Loretta Lynn (Decca/DL 4783/DL 478)
117	NEWLEY RECORDED	Anthony Newley (RCA LPM/LSP 3614)
118	MORE I CANNOT WISH YOU	Ed Ames (RCA Victor LPM/LSP 3636)
119	THE FEEL OF NEIL DIAMOND	(Bang 214)
120	ART LINKLETTER NARRATES THE BIBLE	(20th Century Fox M/S 3187)
121	BUDDY RICH: SWINGIN' NEW BIG BAND	(Pacific Jazz PJ 10113/ST 20113)
122	LARA'S THEME	Brass Ring (Dunhill D/DS 50012)
123	WANTED DEAD OR ALIVE — BANG BANG	Joe Cuba Sextet (Tico 1146)
124	GLEN YARBROUGH LIVE AT THE HUNGRY I	(RCA Victor LPM/LSP 3661)
125	FROM NASHVILLE WITH LOVE	Chet Atkins (RCA Victor LPM/LSP 3647)
126	ON TOP	Four Tops (Motown MLP/SLP 647)
127	THE EXCITING WILSON PICKETT	(Atlantic 8129/SD 8129)
128	LATIN PULSE	Nancy Ames (Epic LN 24189/BN 26189)
129	NIGHTIDE	Mystic Moods (Phillips PHM 200-213)
130	SEE REVERSE SIDE FOR TITLE	Jim Kwesken & Jug Band (Vanguard VRS 9234/VSD 79234)
131	PERRY COMO IN ITALY	(RCA Victor LPM/LSP 3608)
132	ANIMALIZATION	Animals (MGM E/SE 4384)
133	VINTAGE STOCK	Mary Wells (Motown 653)
134	CHER	(Imperial LPM 9320/LPS 12320)
135	THE NEW LEE DORSEY	(Amy M/S 8011)
136	PSYCHOTIC REACTION	Count Five (Double Shot DSM-1001)
137	CARLA	Carla Thomas (Stax 709/SD 709)
138	SOMEBODY LIKE ME	Eddy Arnold (RCA Victor LPM/LSP 3715)
139	SWEET PEA	Tommy Roe (ABC/Paramount ABCS/575)
140	THE BEST OF THE ANIMALS	(MGM E/SE 4324)

COMPILED BY CASH BOX FROM LEADING RETAIL OUTLETS ● Indicates Strong Upward Move

BASIC ALBUM INVENTORY

A check list of best selling pop albums other than those appearing on the CASH BOX Top 100 Album chart. Feature is designed to call wholesalers' & retailers' attention to key catalog, top steady selling LP's, as well as recent chart hits still going strong in sales. Information is supplied by manufacturers. This is a weekly, revolving list presented in alphabetical order. It is advised that this card be kept until the list returns to this alphabetical section.

REPRISE

Frank Sinatra	Strangers in the Night	F/FS 1014
The Kinks	Greatest Hits	R/RS 6217
Frank Sinatra	At the Sands	F/FS 1019
Dean Martin	Hit Sound of Dean Martin	R/RS 6213
Dean Martin	I'm the One Who Loves You	R/RS 6170
Frank Sinatra	September of My Years	F/FS 1014
Dean Martin	Everybody Loves Somebody	R/RS 6130
Nancy Sinatra	Boots	R/RS 6202
Dean Martin	Dean Martin Hits Again	R/RS 6146
Tom Lehrer	That Was the Year That Was	R/RS 6179
Dean Martin	Somewhere There's a Someone	R/RS 6201
Dean Martin	Door Is Still Open	R/RS 6140
Trini Lopez	Second Latin Album	R/RS 6215
Dean Martin	Dream With Dean	R/RS 6123
Trini Lopez	Trini	R/RS 6196
Trini Lopez	At PJs	R/RS 6093
Don Ho	Don Ho Show	R/RS 6161
Don Ho	Don Ho—Again	R/RS 6186
Nancy Sinatra	How Does That Grab You?	R/RS 6207
Tom Lehrer	Songs by Tom Lehrer	R/RS 6216
Dean Martin	Houston	R/RS 6181
Tom Lehrer	Evening Wasted with Tom Lehrer	R/RS 6199
Frank Sinatra	A Man and His Music	2F/2FS 1016
Trini Lopez	Greatest Hits	R/RS 6226
Charles Aznavour	Aznavour	R/RS 6227
Dean Martin	Dean Martin TV Show	R/RS 6233
Sammy Davis, Jr.	Sammy Davis, Jr. Sings	R/RS 6236

REQUEST

In A Viennese Wine Garden	RLP 8043
Forty Favorite Czechoslovakian Melodies	RLP 10053
Swedish Girls Sing	RLP 8092
The Chimes Family In Canada	RLP 10081
Little Singers Of Tokyo	RLP 8055
German Hunting Songs	RLP 8073
Forty Favorite German Melodies	RLP 10068
Forty Favorite Greek Melodies	RLP 10054
The Most Fabulous Gypsies	RLP 10057
Forty Favorite Irish Melodies	RLP 10050
Courtin' In Ireland	RLP 8060
Just Arrived From Italy	RLP 8034
Forty Favorite Jewish Melodies	RLP 10055
Sing Along In Lithuanian	RLP 8049
Forty Favorite Polish Melodies	RLP 10051
Guitars Of Portugal	RLP 10070
In A Portuguese Tavern	RLP 8085
Forty Favorite Scottish Melodies	RLP 10049
The Hottest Mariachi In Mexico	RLP 8041
Swedish Dance Party	RLP 10062
Dances & Musical Instruments Of Turkey	RLP 10074
Turkish Hit Parada	RLP 10075
Forty Favorite Ukrainian Melodies	RLP 10052
Forty Favorite Yugoslavian Melodies	RLP 10066
Songs Of The Sea	RLP 8052

RIVERSIDE

Mongo Santamaria	Mongo Explodes	3530/93530
Mongo At The Village Gate		3529/93529
Staple Singers	This Little Light	3527/93527
Art Blakey & The Jazz Messengers	Kyoto	493/9493
Wes Montgomery Trio	Guitar On The Go	494/9494
Bill Evans Trio At Shelley's Manne-Hole		487/9487
Johnny Lytle Quintet	The Village Caller	480/9480
Jimmy Heath Quintet	On The Trail	486/9486

RIVERSIDE (Cont'd.)

Wes Montgomery	Full House	434/9434
The Incredible Jass Guitar Of Wes Montgomery		320/1169
Bill Evans Trio	Portrait In Jazz	315/1162
Bill Evans At The Village Vanguard		376/9376
Bill Evans Trio	Waltz For Debby	399/9399
Bill Evans	Moonbeams	428/9428
Monk & Coltrane		490/9490
Thelonious Monk-Greatest Hits		421/9421
Charlie Byrd	Meditation	436/9436
Charlie Byrd	Byrd Song	481/9481
Wes Montgomery	Boss Guitar	459/9459
The Staple Singers	Hammer And Nails	3501/93501
Ray Barretto	Latino	3520/93520
Mongo Santamaria	Watermelon Man	6120/96120
Thelonious Monk	5 By Monk By 5	305/1150
Wes Montgomery Trio		310/1156
Portrait Of Wes		492/9492

ROULETTE

Sam & Dave	Sam & Dave	(S) R-25323
The Exciters	The Exciters	(S) R-25326
Joe Cuba Sextet	Estamos Haciendo Algo Bien!	(S) LP-1133
Sarah Vaughan	Sarah + 2	(S) R-52118
Eddie Palmieri	Mambo Con Conga Es Mozambique	(S) LP 1126
Tito Puente/La Lupe	Homenaje A Rafael Hernadez	(S) LP 1131
Joe Cuba Sextet	Bailadores	(S) LP 1124
Tito Puente/La Lupe	Tu y Yo	(S) LP 1125
Gillespie & Parker	Diz & Bird The Beginning	(S) K 106
Count Basie & Others	Count Basie Friends	(S) K 107
Sonny Lester	Music to Keep Your Husband Happy	(S) K 108
Pearl Bailey	Pearl Bailey Sings for Adults Only	(S) R 25016
Jimmie Rodgers	15 Million Sellers	(S) R 25179
Ann Corio	How To Strip for Your Husband	(S) R 25186
Little Egypt & Sonny Lester Orch.	How to Belly Dance for Your Husband	(S) R 25202
Various Artists	20 Original Winners	R 25249
Various Artists	20 Original Winners—Vol. 3	R 25263
Various Artists	20 Original Winners—Vol. 4	R 25264
Hugo & Luigi Chorus	Cascading Voices	(S) R 25283
Dinah Washington	The Best of Dinah Washington	(S) R 25289
Various Artists	20 Original Winners of 1964	(S) R 25293
Little Anthony & The Imperials	The Greatest Hits of Little Anthony & the Imperials	R 25294
Various Artists	20 Big Boss Favorites	(S) R 25304
Count Basie & Orch.	Basie	(S) R 52003
Joe Williams	A Man Ain't Supposed to Cry	(S) R 52005
Williams/Basie	Everyday I Have the Blues	(S) R 52033
Sarah Vaughan	Sarah Sings Soulfully	(S) R 52116
Maynard Ferguson	The Maynard Ferguson Years	(S) K 101
Count Basie	The Count Basie Years	(S) K 102
Stan Getz	The Stan Getz Years	(S) K 103
Dinah Washington	The Dinah Washington Years	(S) K 104
Sarah Vaughan	The Sarah Vaughan Years	(S) K 105
Various Artists	The Birdland Story	(RB-2)
Chantels	The Chantels	LP 301
Imperials	We Are The Imperials	LP 303
Various Artists	Alan Freed's Memory Lane	LP 314
Teenagers	The Teenagers	GLP 701
Joan Baez	The Best of Joan Baez	(S) SQ 33001
Mahalia Jackson	In The Upper Room with Mahalia Jackson	LP 474
Mahalia Jackson	The Best of Mahalia Jackson	LP 500
Tito Puente/La Lupe	Tito Puente Swings—The Exciting Lupe Sings	(S) LP 1121
Eddie Palmieri	Azucar Pa' Ti	(S) LP 1122
Johnny Smith/Stan Getz	Moonlight in Vermont	LP 2551

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London Set For 20th Anniversary Fete

NEW YORK—London Records announced the final plans and complete guest list last week for its 20th anniversary celebration and sales convention to begin in London on Jan. 15. The affair, which will last for eight days, promises the greatest single assemblage to date of the élite of the independent distributor corps. The overseas sales and anniversary safari also marks the first occasion on which all distributors for both London Records and the London American group have been assembled at the same function.

The week-long event will be hosted by Sir Edward Lewis, chairman of the board of the Decca Record Company Ltd. of England, parent firm of London Records. The delegation of American distributors and their wives, as well as the entire London Records executive staff, will be headed by D. H. Toller-Bond, president of London Records.

A tremendous array of new product is due to be unveiled to the distributors during a day-long sales presentation to be held Tuesday, Jan. 17, at the British Decca studios in London. The new albums will represent every facet of the London catalog, and will include new product from the various American indie firms whose records are distributed by London Records.

A number of official functions have been planned in addition to the actual product presentations. The entire staff of the Decca Record Company Ltd. will host a dinner on Monday evening, while the company's star roster of artists will be the hosts for a dinner on Tuesday. This will mark the first opportunity for a great majority of the distributors to meet the British recording artists who have given the London label its biggest sales year in history.

A formal banquet on Thursday evening will be hosted by Sir Edward and Lady Lewis. During the product presentation which will occupy the distributors all day Tuesday, the wives in the party will be taken on a sight-seeing visit to Cambridge. The entire party will witness the Changing of the Guard at Buckingham Palace on Wednesday, and at other times during the week will visit St. Paul's Cathedral, The Tower of London, the State Apartments at Windsor Castle, and Eton College. In addition to these planned sight-seeing junkets, free time is being made available to the members of the party.

The entire group of London executives and distributors and representatives from the leading American trade publications will gather at The International Hotel, adjacent to the John F. Kennedy International Airport in New York, on Saturday evening (14) for cocktails and dinner. Following breakfast there on Sunday morning, the group, which is expected to number close to 150 persons, will leave for London via separate flights on BOAC and TWA.

Distributing firms whose executives will be attending the London 20th anniversary affair include: Southland Distributing and Decca Distributing, Atlanta; Joseph M. Zamoiski, Baltimore; Mutual Distributing, Boston; Mangold Distributing, Charlotte; James H. Martin, Chicago; Decca Distributing, Cincinnati; Decca Distributing, Cohoes (N.Y.); Big State Distributors, Dallas; Davis Sales, Denver; and Radio Distributing, Detroit.

Also: Radio-Television, Honolulu; H. W. Daily, Houston; Hart Distributors, Los Angeles; Records Sales Co. and Decca Distributing, Memphis; Music Sales and Tone Distributors, Miami; Harold N. Lieberman Co., Minneapolis; Music City Distributing, Nashville; All-State Distributors, Newark; All South Distributing, New Orleans; Decca Distributing, New York; Raymond Rosen and Universal Distributing, Philadelphia; M. B. Krupp Co., Phoenix; Fenwav Distributors, Pittsburgh; Roberts Records, St. Louis; Stone Distributors, San Francisco; and Stanley Distributors, Seattle.

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Cash Box SURE SHOTS

The Cash Box "Sure Shots" highlight records which reports from retail dealers throughout the nation indicate are already beginning to sell quantity or else give every indication of doing so

STANDING IN THE SHADOWS OF LOVE
FOUR TOPS ..... Motown 1102

•

NASHVILLE CATS
LOVIN' SPOONFUL ..... Kama Sutra 219

•

BLUE AUTUMN
BOBBY GOLDSBORO ..... United Artists 50087

•

GALLANT MEN
SENATOR EVERETT DIRKSON ..... Capitol 5085

•

MAMA
CHER ..... Imperial 66223

•

LOOK WHAT YOU'VE DONE
POZO SECO SINGERS ..... Columbia 43927

•

WISH ME A RAINBOW
GUNTER KALLMANN ..... Four Corners 138

•

I HAD TOO MUCH TO DREAM (LAST NIGHT)
ELECTRIC PRUNES ..... Reprise 532

•

ARE YOU LONELY FOR ME
FREDDY SCOTT ..... Shout 207

•

Liberty Gets Flick Score

LOS ANGELES—Dick Peirce, administrative A & R coordinator, Liberty Records, has announced the firm's acquisition of the music from the original musical score of "Warning Shot," a Bob Banner Associates production for Paramount Pictures.

Directed and produced by Buzz Kulik, the film features an array of top motion picture personalities and is scheduled for early 1967 release. The cast includes David Jannsen, Steve Allen, Ed Begley, Joan Collins, Lillian Gish, George Grizzard, Caroll O'Connor, Eleanor Parker, Walter Pidgeon, Stefanie Powers, George Sanders, Sam Wanamaker and Keenan Wynn.

The Jerry Goldsmith score is being re-recorded by the Si Zentner orchestra for the Liberty release which will be packaged with material provided by Paramount's art department.

W. Coast Booker's Talent Budget For Year: Over $1 Mil

NEW YORK—Record talent expenditure of $1,306,705 for the year ending Oct. 1, was reported by Jack J. Engerman and Zollie M. Volchok of Northwest Releasing Corporation, large one-nighter and theatrical promoters in the Pacific Northwest.

Engerman stated that talent payments were the highest in the company's history.

Top money went to the Andy Williams-Henry Mancini unit in the summer and The Beatles with both shows getting $75,000 for two performances in Seattle and Portland.

Engerman arrives in New York on Dec. 7 for his anual 10 day stay to buy talent for presentation next year. He will stay at the New York Hilton until the 17th. Last month, Volchok spent 10 days in Los Angeles for the same reason.

NATIONAL PLANNING—ABC Records veep Howard Stark (left), A&R director Bob Thiele (center) and Bob Yde, president of the Intercollegiate Music Festival discuss the forthcoming participation in the event by ABC via both radio outlets and recording. ABC is planning to release an LP covering the series of events a short time after its conclusion in May.

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TALENT ON STAGE

JUDY COLLINS

NEW YORK—The place was Carnegie Hall. The performer was Judy Collins. Her five Elecktra LP's have made her a guiding light in the folk field. She is second to only Joan Baez. Her sixth album has just hit the market. She has just had a rock single released and it is already on the Looking Ahead chart. The famed showplace is SRO, and has been for several weeks. Judy enters to a hearty round of cheers and applause. The group behind her draws immediate stares. In addition to the guitar and bass there is a drum and a piano, but the best is yet to come. Judy runs thru a host of superb tunes including the outstanding "Anathea." Before the end of the first half of the concert the four musicians behind her are joined by a cellist. The first half ends to waves of shouts and applause. Everyone is poised for what is yet to come.

The orchestra is in place. The flutes and oboes are poised. The saxophonist is ready to go. The harpist tunes her instrument. Judy comes to stage center without her guitar and swings into "What The World Needs Now," after the first shock the audience settles in appreciation. She continues with a series of haunting tunes making full use of the wonderfully handled orchestra and her outstanding vocal abilities. Her song from Marat/Sade (which is on her new LP) sets the crowd on its collective ear. The concert ends and the steady applause brings her back, guitar in hand and guitarist and bassist handy for a single encore. The song is from the pen of Lennon and McCartney. There is a cry of "keep the guitar," but mostly there is a gentle nodding of heads and a growing ring of knowing smiles. Most of the two and a half thousand or so fans who filled the hall knew that they had just seen the start of something. The death of something else. Judy Collins had sold a ton of LP's to a folk audience that has come to love and respect her. A couple of those LP buyers will not add another Judy Collins album to their collections. A few will say that she has gone the way of so many others and sold out to pop music. But for every fan that Judy loses by singing Bacharach-David, she will gain a thousand, 10 thousand or maybe more.

We'll still love it when Judy finds time to sing "Bullgine Run," but when she hits the top of the pop charts and brings the depth and strength of voice and interpretative powers that are hers to a much wider audience we'll love her all the more.

GLENN YARBROUGH

NEW YORK—Glenn Yarbrough is not unlike a man who scours dusty antique shops for unusual handcrafted artifacts which nearly everyone else seems to have overlooked. The tunes that he chooses for both his RCA Victor albums and his 'live' concerts are, in most cases, akin to finely woven tapestries and his intriguing tenor is a perfect vehicle with which to display them.

The artist's recent concert (2) at Carnegie Hall was a typical example of his ability to combine his talent with superior quality material, such the host of Rod McKuen tunes that form a solid portion of his act. However, there were times when Yarbrough, like so many other performers, decided to liven things up by swinging a number or two. Unfortunately, he chose to swing with such tunes as "The World I Used To Know" and "The Honey Wind Blows," which were designed for swinging about as much as the "Blue Danube Waltz." In other words, we believe that his poignant recorded versions of the songs were much more in keeping with what the writers had in mind.

One other flaw in the concert, only partly the fault of the singer, was in the acoustics. From where we sat, at least half the show was inaudible, and the audience voiced a good many complaints to that effect. For the most part, blame can be laid to the acoustics of the Hall itself, but some of it can certainly be attributed to Yarbrough. During those times when he saw fit to give out with some volume (which he can do with an ease that is beyond that of anyone on the current pop scene) every note was perfectly audible. Quite often, however, his flair for the dramatic whisper caused him to be unheard by a good portion of the audience.

But none of these points would be worth more than a mere mention were it not for the fact of Glenn Yarbrough's obvious talents. It's a shame to see such a fine voice go unheard.

Excellent backing was given Yarbrough by a combo called the Stanyan Street Quartet, while the comedy team of Jack Colvin and Yvonne Wilder were also unfortunate enough to have lost much of their act to the acoustics.

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ALBUM PLANS

Deals, discounts and programs being offered to dealers and distributors by record manufacturers.

AMY-MALA-BELL
Special incentive program through Dec. 20. See distribs for details.

AUDIO FIDELITY
Special 2 for 10 deal on all new releases and catalog. Expires Dec. 31, 1966.

DIAMOND
"Buy 5 Get 1 Free" on all Diamond albums. Expires Jan. 31, 1967.

PEACOCK-DUKE
Buy-7-and-get-1-free on entire catalog, including new LP's. No expiration date has been set.

FORTUNE
1 free album when 6 are purchased in any combination. No time limit.

GATEWAY
Two free for every 10 albums purchased on entire catalog. Expiration date indefinite.

GNP CRESCENDO
15 albums free with purchase of 100 LP's $3.79 and $4.79 retail. Indefinitely.

JEWEL-PAULA-WHIT
One free for every five purchased on entire catalog. No expiration date.

LIBERTY
Special Hawaii theme promo. Terms available from distribs. Expires: Dec. 31.

LITTLE DARLIN'
Special 2 on 10 deal on all product. No expiration date has been set.

MERCURY
New releases and 29 Golden Hits LP's at additional discount over normal LP program. Expires Nov. 30.

NASHBORO
Buy-7-get-one-free on entire catalog including new LP's. 100% exchangeable. No expiration date has been set.

ORIGINAL SOUND
15% discount on all LP's—until further notice.

PHILIPS
Discounts on new releases as well as entire catalog. SPM/SPS series are discounted 10%, all other classical albums discounted 20%. No expiration date announced.

PRESTIGE
15% discount on all LP product until further notice.

ROULETTE
15% discount in free merchandise. Expiration date indefinite.

SCEPTER-WAND
2 Albums free with every ten purchased. No termination date announced.

SIMS
3 free with every 10 purchased on entire catalog. No expiration date.

SMASH-FONTANA
Special discounts available through distribs. Expiration date not announced.

TAMLA-MOTOWN-GORDY
Buy-7-get-one-free. No expiration date has been set.

JEFFERSON AIRPLANE

HOLLYWOOD—With propellers spinning, engines roaring and everyone on board, the Jefferson Airplane took off in grand style when they paid a return visit to the Whisky A-Go-Go. Since their last Hollywood invasion, they have added a new member to the crew, Grace Slick. The rest of the fivesome includes: pilot, Marty Balin (doubles as the lead singer) Jorma Kaukonen on guitar, Jack Casady, bass player, Paul Kantner, lead guitar, and Jack Spence on drums. Now a days it seems that every group has to be in some bag, we feel that the J.A. come close to being in the "sometimes, maybe, trying to be freaky but the music is important category." Translation: contemporary-folk-blues-rock sound. The reaction to the group seems to somewhat like that of Barbra Streisand, either you love her or you hate her, there just doesn't seem to be any in between. The only thing lacking in their universe is a hit record. They may be just about ready to come up with the winning combination with a song that is scheduled to be their next deck for RCA, "My Best Friend." Marty and Grace take the lead on this up tempo ballad, which is just fresh enough to score in a big way. For the most part, their act is a potpurri of blues and rock with such standouts as "Your Bringing Me Down," "It's Secret" and "Tabacco Road." Jorma came out from behind his guitar long enough to deliver a gutsy and soulful version of "In the Morning." Grace was given the opportunity to show off her fine set of pipes with "White Rabbit." Unfortunately being their opening night, the mikes weren't set up too well and we missed a lot of the lyrics of this soft and gentle ballad. They have been the biggest thing in San Francisco since top-less, and from what they diplayed at the Whisky, they are just about ready to change over from a local flight to a nationwide one.

Donovan Renews Writer Deal With Southern Music

NEW YORK — British singer-songwriter Donovan, who has enjoyed back-to-back number one singles with "Sunshine Superman" and "Mellow Yellow," his first two efforts for Epic Records, has signed a new writer's contract with Southern Music. Arrangements for the new deal, which represents re-negotiation of the artist's former Southern contract, were completed last week by his American business manager, Allen Klein, during a two-day trip to London.

The new contract will result in substantially increased earnings for Donovan over his former Southern deal. Actually, Donovan and Southern will now be equal partners in a new publishing firm, to be known as Donovan, Ltd., which already includes his two most recent hit single tunes as well as all of his former songs, among them "Catch The Wind." He will thus receive all writer's royalties and 50 per cent of the publisher's share of royalities.

Meanwhile, problems which had developed over the release in England of Donovan's "Sunshine Superman" have been resolved, and the record was finally due for release last Monday (5). The "Sunshine Superman" LP, currently a smash in the United States, is also due for release in England shortly.

Mamas And Papas Album Hits Million Dollar Mark

NEW YORK—ABC Records' Dunhill label continues to enjoy good sales with its highly popular group, the Mamas and the Papas. The Record Industry Association of America recently officially certified the group's second album, called "The Mamas And The Papas," as qualifying for the gold record award.

The quartet appeared on The Ed Sullivan Show on Sunday, Dec. 11, singing their latest single, "Words Of Love."

Cowen Laffs Up Gilbert & Sullivan

NEW YORK—Roy Cowen, lyric writer, has written a series of take-offs on Gilbert & Sullivan. Based on their operetta team's works, the efforts are to be known as "The Best of Goldberg & Solomon." G&S' "Pirates of Penzance" is now "The Tale of Poznance." Ian Kerr produced the series. Cowen is now in England to study further projects.

PLANNING FOR '67—Songwriting team Eddie Snyder and Larry Kusik (2nd and 3rd from left) meet with professional manager Jay Lowy (left) and Arnold Maxin, head of Big 3 Music to set plans for new Snyder-Kusik songs for 1967. The recently formed pair had a great measure of success with "Games That Lovers Play."

TALENT ON STAGE

THE KNACK AND LEE MALLORY

HOLLYWOOD—Places like the Village Gate in New York have long been known for discovering new artists. This town seems to have found the answer to these New York clubs with the Ice House, which is located in, of all places, Glendale. They were the first to present Tim Morgan to west coast audiences, most recently it was the Association. This time they out did themselves, as if finding one talent wouldn't be good enough but they have two, and both on the same bill! The dynamic duo consists of one part Knack and the other part Lee Mallory which equal one fantastic night of entertainment, complete with fire crackers (literally).

The Knack have all the earmarks of being just about ready for the big time circuit. Except for some sharp impersonations, they stick almost entirely to their own material. The impersonations include such well known artists as the Rolling Stones, Elvis Presley, Sonny and Cher (we weren't sure which was supposed to be Cher) and Gerry and the Pacemakers. Lead singer, Mike Chain, quipped, "I really admire a guy (Gerry) that can smile all the time, especially when his hair is thinning." For good measure they even threw in their unique version of Connie Frances. Their top notch arrangement of a song called "The Spell" saved it from being what otherwise might have been rather bland. They did a bang up job on such solid rock numbers as "Time Waits For No One," "My Heart Says Yes But My Pride Says No" and the song that is soon to be released on Capitol, "I'm Aware." For a change of pace they showed that they knew how to handle a soft ballad such as "Sunshine And Rain" and a particularly beautiful song "Girl With The Dark Brown Eyes." For their closing number they did "Smokestack And Lightning," which happens to be just about the hardest rock number that we have ever come across. It shook the Ice House to the very roots (that is where the firecrackers came in) and showcased Pug Baker, one of the most electrifying young drummers to come along since Gene Krupa. Lead guitarist, Dink Kaplan and bass player, Larry Gould, both fine musicians in their own right, accompanied Pug for a few minutes and then left him alone to beat the skins for a good ten minutes to close out the set.

Lee Mallory has the soul and the talent, and he knows what to do with them, it's as simple as that. Right now he seemed a little restrained and nervous on stage but that soon will pass. His version of "Hey Joe" is just about the best one that we have heard to date. He has a way of making a song like that grow with intensity, while building to the climax, without actually singing much louder. From there he goes into an old Irish love song "Will You Go Lassie, Go." He displays another facet of his character and style with a number dedicated to Cass Elliot (of the Mamas & Papas) entitled "Fat Angel." It's very reminiscent of a Donovan type of song. Through-out the show Lee was backed by three superb musicians, Butch Parker on bass guitar, Ben Benet on lead guitar and Toxie Sewell on drums. His standout number for the show would have to be a song that he recorded for Valiant Records "That's The Way It Has To Be." After hearing that song, it seems sad but true, a hit record can most certainly get lost. Hopefully, Lee Mallory won't get lost, for he is truly a fine artist. Between the Knack and Lee Mallory, it was a most enjoyable evening.

Hodes Talks, Talks, Talks Things Over With His Clients

NEW YORK—Lennie Hodes, head of Spectorious Music Corp , and Concertone Songs, Inc. and who also represents many of the top English publishing firms has just completed a series of meeting with various members of the firms he represents.

For the past three months, meetings were held with Larry Page of Page One Records Ltd. a part of the Dick James Music Organization. Page One has been very successful in England as well as the U.S. with its records by The Troggs and discussion with Page where held over the increased activities in the USA of Page One releases.

Then in order came Harold Geller head of Lynn Music Ltd. whose recent smash hit "Bend It," which was recorded by Dave Dee, Dozy, Beaky, Mick & Tich on Fontana, is published in the US by Spectorious. Important talks were held concerning future releases as well as soundtracks that Geller will be publishing in the next several months.

George Martin and Ron Richards of A.I.R. Productions Ltd. who between them record such top artists as The Beatles, The Hollies, Cila Black, Gerry & The Pacemakers, also held several meetings with Hodes. Hodes and Ron Richards flew to Hollywood for 5 days of meetings with various record labels and important announcements concerning these meetings will be made within the next couple of weeks.

Upon his return to his New York office additional meetings were held with Charles Silver the chairman of the board of Northern Songs Ltd. the Lennon & McCartney firms in London. These meetings concerned the growth in the US of the Dick James Music Organization and plans for its further expansion.

Finally, talks were held with Ralph Walker of The Noel Gay Music Co., Ltd whose U.S. publishing operation Felicia Music Co., Inc. is managed by the Hodes organization. The parent firm in England handles such acts as Peter & Gordon, Paul Jones, George Martin, Danny Williams, TV personality David Frost. Many of the songs written and recorded by these artists are published in the USA by Felicia Music Co. Inc.

Hodes flies to London on Jan. 1st for further conversations with Dick James and Charles Silver on future activities of The Dick James Music Organization. After a week in London he will fly back to New York for one week and then fly out again to the first MIDEM Festival in Cannes, France.

Currently, the Hodes Group is working on such hits as. "Stop Stop Stop" —The Hollies (Imperial), "Have You Ever Loved Somebody"—The Searchers (Kapp), "Bend It"—Dave Dee, Dozy, Beaky, Mick & Tich (Fontana), "I Love My Dog"—Cat Stevens (Deram), "Time"—David & Jonathan (Capitol), "Fifi The Flea"—The Sidekicks (RCA), "For No One"—Wayne Gibson (Tower), "The Beatle Girls"—George Martin LP (U.A.), March With The Beatles LP (The Band of the Irish Guards (Tower) and the soon to be released smash hit record from England Where Would I Be?—Val Doonican (Press).

Only For Fun

HOLLYWOOD—Liberty Records' general manager Bud Dain and his wife, Jackie DeShannon, departed last week on a delayed honeymoon. They'll be spending two weeks in Europe, visiting Paris, Geneva, Copenhagen and London. Songstress DeShannon and Dain insists there'll be no personal appearances for the Imperial lark and no biz for Bud.

MGM Rushes 'Super Special' Cartridges; Simultaneous Releases Of LP's-Tapes

NEW YORK—MGM's tape division is rushing two new 4-Track and 8-Track cartridges as "super special" releases this month. The two specials include the sound track from "Born Free" and the comedy album of "The First Family, 1968," both heavy album sellers.

Meanwhile, Mel Price, manager of MGM's tape department, has stepped up production that will permit the release of 14 new 4 and 8-Track cartridge tape releases in Jan. simultaneously with the issuance of album product. Price stated that this policy of simultaneous cartridge and album releases will continue as part of the tape division's new release pattern.

During Nov. MGM Records issued 15 4-Track and 8-Track cartridges which included: "Lainie Kazan;" "Hugh Masekela's Next Album;" "Hank Williams Sr. & Hank Williams Jr. Again;" "The Best of Herman's Hermits;" "Animalism"/The Animals; "Connie Francis at the Sahara;" "Threepenny Opera"/Original NY Cast; "The Fantastick"/Original Cast; "Peter and The Wolf"/Jimmy Smith; "Stan Getz with Guest Artist Laurindo Almeida;" "Feelin' So Good"/ Willie Bobo; "Soulbird; Whiffenpoof" /Cal Tjader; "Jazz Samba Encore"/ Stan Getz & Luiz Bonfa; "Bashin'"/ Jimmy Smith; "Hums of The Lovin' Spoonful."

Liberty Stereo-Tape In Campus Campaign

LOS ANGELES—Lee Mendell and Mike Elliot of Liberty Stereo-Tape are continuing their public relations efforts on behalf of the tape cartridge industry.

The duo will deliver a lecture and slide presentation Monday (12) at UCLA, as part of the school's Recording Arts extension course, presented in cooperation with NARAS. Subject for the evening is "Tape Cartridges . . . Consumer acceptances. Influence on the industry and its meaning for the future. Divergent viewpoints of the state of the tape cartridge field." The following Thursday (15) Elliot and Mendell will guest at University of Southern California Law School to speak on "The Tape Cartridge Explosion" as part of their course on the legal aspects of the music and recording industry.

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CY COLEMAN SINGS "HEY, LOOK ME OVER"

on Columbia Records soon

Viva's Box Score: Batting A Cool 1000

HOLLYWOOD—Just a week or two short of six months since Viva Records was formed on the coast, the label has been batting close to a 1.000 on its "minimum of product" policy. With just two albums and three singles in the catalog, Ed Silvers, vp in charge of sales and promotion, points to three chart singles (Shindog's "Who Do You Think You Are", Sonny Curtis' C&W "My Way Of Life" and current #93 CB charter "Questions And Answers" by the In Crowd) as well as a prodigious album titled "Rhapsodies For Young Lovers" by the Midnight String Quartet, already passed the 200,000 sales figure. Dot Records, which distributes the label on an exclusive basis, is presently pressing and shipping an additional 100,000 for the expected seasonal sales demand.

The lush classical treatment of recent standards was cut by president and A&R director Snuff Garrett almost four months back, released in August in an attempt to develop a standard catalogue group for the label. First indication of its potential was at Art Grobart's Discount Record Center in L.A. where album took off simply because of in-store turntable exposure during the evening hours. Dot went on a national campaign for consumer oriented promotion with heavy emphasis on stereo FM airplay as well as "soft sound" AM'ers. Album has already passed the 100,000 figure in N.Y. alone, according to Silvers. Midnight String Quartet, heretofore a studio foursome, has recently been organized for bookings with Lenny Poncher, in association with Viva, managing the group. Already set for the Hollywood Palace, Danny Kaye and Ed Sullivan shows, the combo is being booked through William Morris. Second Midnight LP is being prepared for early '66 release along with a single "You Don't Have To Say You Love Me" (a cut from the current album) b/w "Lonely Bull". Another Viva single set for January release is by a new hard rock group, Second Helping and titled "Floating Downstream on an Inflatable Rubber Raft." Label is also rushing a Rudy Vallee LP (see separate story).

UPCOMING EVENTS

A Schedule of Major Industry Events in the Coming Months

EVENT	DATE	PLACE
SAN REMO FESTIVAL	JAN. 26-28	SAN REMO, ITALY
MIDEM (INT'L RECORD & MUSIC PUBLISHING MARKET)	JAN. 30-FEB. 4	PALACE DES FESTIVALS, CANNES, FRANCE
NARM (RACK JOBBER) CONVENTION	MAR. 5-10	CENTURY PLAZA HOTEL, LOS ANGELES
NARAS GRAMMY AWARDS	MAR. 7	NEW YORK, CHICAGO, LOS ANGELES, NASHVILLE
FRIENDS OF BOB BURTON DINNER-DANCE	MAR 21	AMERICANA HOTEL, N.Y.
NAB (BROADCASTERS) CONVENTION	APRIL 2-5	CONRAD HILTON HOTEL, CHICAGO
COUNTRY MUSIC WEEK	OCT. 19-21	NASHVILLE, TENN.

HE'S COMING, LOVERS

ALVIN CHRISTY IS COMING!

"FROM THE DAY I RECEIVED KENNY BURRELL'S HAVE YOURSELF A SOULFUL LITTLE CHRISTMAS, I'VE HAD TO USE AT LEAST ONE TRACK FROM IT EVERYDAY. IT'S THAT TASTY AN ALBUM."

CHARLIE BOONE
WCCO
MINNEAPOLIS, MINN.

Bell/Greene-Stone Deal

(Continued from page 7)

ped in their first business venture—a N.Y. public relations firm—when a newspaper strike wiped out their

BRIAN STONE, CHARLIE GREENE

client list. Hitch-hiking to Hollywood in 1960, they began a series of losing ventures — a Hollywood-based PR firm, which folded when they decided to open a nightclub, which bankrupted them. In 1962 they decided their talents might lie in the music business—a most accurate prediction.

Dot Inks Barbara Eden

LOS ANGELES—Barbara Eden has been signed to an exclusive two-year contract with Dot Records, it has been announced by Dot president, Randy Wood.

The actress who stars in the "I Dream Of Jeannie" TV series and who made her debut as a singer-dancer last month on the Andy Williams Show, records her first album and single for the diskery the first week in Jan.

CHRISTMAS RECORD ACTIVITY

ALBUMS

1 **THE DEAN MARTIN CHRISTMAS ALBUM**
(Reprise R/RS 6222)

2 **NAVIDAD CHRISTMAS**
Edyie Gorme
(Columbia CL 2557/CS 9357)

3 **THE RAMSEY LEWIS TRIO: MORE SOUNDS OF CHRISTMAS**
(Cadet LP/LPS 745)

4 **ELVIS: IF EVERY DAY WAS LIKE CHRISTMAS**
(RCA Victor LPM/LPS 8950)

5 **HOW THE GRINCH STOLE CHRISTMAS**
Narrated by Boris Karloff
(MGM King Leo Series LE/LES 901)

9 **THE FOUR SEASONS' CHRISTMAS ALBUM**
(Philips PHM 200-223/PHS 600-223)

10 **FOR CHRISTMAS THIS YEAR**
Lettermen (Capitol T/ST 2587)

IN THE CHRISTMAS SPIRIT
Booker T & the MG's
(Stax 713/713 SD)

11 **HAVE YOURSELF A SOULFUL LITTLE CHRISTMAS**
Kenny Burrell
(Cadet LP/LPS 779)

12 **CHRISTMAS AT HOME**
Ray Charles Singers
(MGM E/SE 4400)

13 **MERRY CHRISTMAS**
Andy Williams
(Columbia CL 2420/CS 9220)

14 **MERRY CHRISTMAS**
Bing Crosby
(Decca DL 8128/DL 78182)

15 **THE MORMON TABERNACLE CHOIR SINGS CHRISTMAS CAROLS**
(Columbia ML 6177/MS 6777)

16 **ELVIS PRESLEY CHRISTMAS ALBUM**
(RCA Victor LPM/LSP 1951)

17 **THE MEANING OF CHRISTMAS**
Fred Waring
(Capitol T/ST 1610)

18 **BEACH BOYS CHRISTMAS ALBUM**
(Capitol T/ST 2164)

19 **A MERRY MANCINI CHRISTMAS**
(RCA Victor LPM/LSP 3612)

20 **MERRY CHRISTMAS**
Johnny Mathis
(Columbia CL 1195/CS 8095)

21 **O BAMBINO/LITTLE DRUMER BOY**
Harry Simeone Chorale
(Kapp KL 1450/KS 3450)

22 **A MERRY CHRISTMAS**
Al Martino
(Capitol T/ST 2165)

23 **THE CHRISTMAS SONG**
Nat King Cole
(Capitol S/ST 1967)

24 **SONGS FOR CHRISTMAS**
Mahalia Jackson
(Columbia CL 1903/CS 8703)

25 **CHRISTMAS WITH BUCK OWENS**
(RCA Victor LPM/LPS 2396)

26 **MERRY CHRISTMAS**
Supremes
(Motown M/S 638)

An Alphabetical Listing of Christmas Singles Showing Initial Sales Reaction

SINGLES

IF EVERY DAY WAS LIKE CHRISTMAS
Elvis Presley (RCA Victor 8950)

SLEEP IN HEAVENLY PEACE (Silent Night)
Barbara Streisand (Columbia 43896)

LITTLE DRUMMER BOY
Joan Baez (Vanguard 35046)

PLEASE COME HOME FOR CHRISTMAS
Charles Brown (King 5405)

CHRISTMAS EVE IN MY HOME TOWN
Kate Smith (RCA Victor 9007)

LITTLE DRUMMER BOY
Harry Simeone Chorale (20th Fox 5534)

SANTA LOOKS A LOT LIKE DADDY
Buck Owens (Capitol)

WHITE CHRISTMAS
Bing Crosby (Decca 23778)

SILVER BELLS
Al Martino (Capitol 5311)

SILENT NIGHT
Ferrante & Teicher (United Artists 1660)

JINGLE BELL ROCK
Bobby Helms (Decca 32513)

LONESOME CHRISTMAS
Lowell Fulson (Hollywood 1022)

ROCKIN' AROUND THE CHRISTMAS TREE
Brenda Lee—(Decca 30776)

(THE STORY OF) THE FIRST CHRISTMAS CAROL
Mike Douglas (Epic 10089)

ALL I WANT FOR CHRISTMAS IS YOU
Carla Thomas (Stax 206)

RUDOLPH THE RED NOSE REINDEER
David Seville & Chipmunk (Liberty 55289)

THE CHRISTMAS SONG
Nat Cole (Capitol 3561)

UNDISTORTED VIEW—Music biz vet Richie Becker (second from left) recently expanded his talent roster with the signing of a Birmingham group known as the Distortions. Looking on (right) is WSGN deejay Dave Roddy, who's responsible for breaking the group's first Smash record, "Behind My Wall," in that same town.

Pickwick Releases Sixteen New Albums

NEW YORK—Cy Leslie, president of Pickwick International, has announced the release of sixteen new Pickwick/33 albums, highlighted in the popular music field by Dean Martin. Seven are popular, five classical and four are in the Hilltop C & W series. This brings the total Pickwick/33 LP catalog to 160, an average of more than 50 releases every six months since the label's inception.

The new classical releases are "My Favorite Overtures" by the Royal Philharmonic Orchestra conducted by Sir Thomas Beecham; Shuman Concerto in A-Minor Op. 54, Philharmonia conducted by Herbert Menges; Ravel's Bolero and Moussorgsky's "Pictures At An Exhibition" by Sir Eugene Goossens conducting the Royal Philharmonic Orchestra; Tchaikovsky Symphony #4 in F-Minor Op. 35, Sir Thomas Beecham conducting the Royal Philharmonic and "Tempo Espanol," Carmen Dragon conducting the Capitol Symphony Orchestra.

The additions to the pop category are Dean Martin's "You Can't Love 'Em All," Della Reese "And That Reminds Me," The Romantic Sound of Fred Waring and The Pennsylvanians, Hit Sounds of Simon & Garfunkle, The Happy Sound of Joe "Fingers" Carr; Stosh And His Orchestra—"Polka All The Way" and Webley Edwards & The Hawaii Calls Orchestra—Hawaii "The Island of Dreams."

The new Hilltop releases are Dave Dudley's "Last Day In The Mines," T. Texas Tyler—"His Great Hits," Tex Ritter Sings His Hits and Dave Houston/Sonny James "Country Star Time."

Mathews To Date

(Continued from page 7)

titled "A Symphony For Susan" by The Arbors.

Primarily a teen-oriented label, Date plans to expand its scope to include R&B and country-and-western product.

Although Date is distributed nationally by Columbia Records' distributors, the label has built a staff of field promotion men who work exclusively on Date product.

Before joining Date, Mathews headed his own company, Mike Records. Previously, he served as vice president and general manager of Laurie Records, where he handled all of the company's sales and promotion activities.

Mathews was also associated with United Artists as director of A&R. In that capacity, he also worked on national promotion and was instrumental in the establishment of Musicor Records, a subsidiary of United Artists.

While with Mercury Records, Mathews handled the company's artist relations. In addition, he laid the groundwork for the formation of the company's subsidiary label, Wing Records.

Valiant

(Continued from page 7)

(aside from the Association) have cut our copyrights. That includes the Lettermen, Montanas, Connie Stevens, Vogues, Ray Charles, the Cyrcle and the Doodletown Pipers." Contract writers are Dick and Don Addrissi, Ed McKendrym, Bodie Chandler (who also doubles in the A&R dept.) and Raul Abeyta.

Bernie Freedman has recently been added to the label's staff production manager. Second Association LP "Renaissance" is currently being shipped to distribs with advance orders topping 100,000.

Loob Exits Mercury

CHICAGO—Bert Loob, a veteran of more than 15 years in the record and music industry, has left his post at Mercury Records. He said the parting was amicable.

He joined the Mercury distribution organization when the firm opened its branch arrangement here. He has no definite plans as yet, but is probing the possibilities in all markets in this country.

Monument Putting PR On Its Marketing Map

HOLLYWOOD — As the company provides more Latin-keyed product, Monument Records international section is taking a big marketing look at Puerto Rico, reports Fred Foster, president.

Bobby Weiss, vice-president of Monument and director of the label's international division, planes to Puerto Rico this week (13) for confabs with local distribs about firming the local representative for the Monument, Sound Stage 7 and LTD International catalogs. Weiss will also meet with the directors of the La Concha and Caribe Hilton Hotels, to map exploitation for appearances upcoming in Feb. by Miss Fran Jeffries (La Concha, Feb. 27) and Charles Aznavour and pianist-conductor Henry Byrs (Caribe Hilton, Feb. 7).

Monument has just issued "This Is Fran Jeffries" and recently marketed, "The Very Best of Aznavour" plus the Byrs LP, "In The Aznavour Mood." Special concentration will be given these packages for the opening sales campaign in Puerto Rico. In addition, Monument will give emphasis to such below-the-border LP's as "Guantanamera" by Digno Garcia, "Rio!" featuring the Guanabara orchestra, "Violin Classics in Samba" by the Sao Paulo Strings, "Espana" by the Knightsbridge Strings, "Flamenco" by guitarist Dave Parker, "Mexico" by Bob Moore and his orchestra, etc.

While in Puerto Rico, Weiss will also seek out new and interesting copyrights to be acquired by the label's associated Wide World of Music (ASCAP) and Songs of the World (BMI) music publishing companies.

DGG Re-Inks Kubelik

NEW YORK—MGM's Deutsche Grammophon artist Rafael Kubelik has just signed a long-term, exclusive renewal of his contract with DGG. The new signing calls for recordings of several major Mahler symphonies. Formal release dates have not yet been announced. Kubelik's latest recording for Deutsche Grammophon is Dvorak's Symphony No. 8 (nee No. 4) in G, Op. 88. The disk, for which Kubelik conducts the Berlin Philharmonic Orchestra is scheduled for issue on the U. S. market immediately after the first of the year as part of the DGG Jan. release.

Previous Kubelik recordings under the DGG banner include: Handel's "Water Music," Janacek's "Slavonic Mass," Mendelssohn's "Midsummer Night's Dream Incidental Music," and Verdi's "Rigoletto" with Dietrich Fischer-Dieskau singing the title role, and with the Chorus and Orchestra of La Scala. Kubelik may be heard playing the piano part on DGG's album of Janacek's "Diary Of One Who Vanished."

Las To Merc

Mercury president Irving G. Green (seated) adds his signature to contracts bringing the Shangri-Las to the label. Shown standing are (left to right) Shadow Morton, who produces the girls, Betty Weiss, personal manager Larry Martire, Mary Weiss and Marianne Ganser. A single, "Sweet Sounds Of Summer" and a "Golden Hits" LP were recently released on Mercury.

Columbia's Canadian Distrib Opens To Indies

NEW YORK—Columbia Records of Canada, Ltd., is making its distribution facilities available to indie record manufacturers from other countries for the first time.

Robert Pampe, managing director of Columbia Records of Canada, Ltd., has just met with Sol Rabinowitz, recently appointed director of records acquisition and publishing operations for CBS International, to discuss the future representation by Columbia Records of Canada of labels of United States and other national origin. Tentative plans were made to form a new division within the Columbia framework to promote, sell and merchandise this product. These plans include the establishment of a separate sales and promotion staff operating out of the two Columbia branches in Toronto and Montreal and the two independent Columbia distributorships in Edmonton and Vancouver.

"Although many independents have shown a preference for having their product released on the Columbia label, others prefer to retain their own identity," Pampe said. "Either way, we are now in a position to provide them with the best representation available in Canada." He added that Rabinowitz' new department should prove "invaluable in establishing a liaison with United States and other producers."

Already being handled successfully by Columbia Records of Canada are such labels as Musicor, Barclay of France, Ricordi of Italy, Epic and a number of others.

Rabinowitz, headquartering at 1650 Broadway, is already in negotiation with a number of hot United States indies for Canadian distribution.

Col. Bows Three Sets

NEW YORK—Columbia is releasing three new LP's for Dec. The trio of disks include Paul Revere and the Raiders "The Spirit Of '67," "I Can Make It With You" by the Pozo-Seco Singers and "The Extraordinary Kui Lee."

Tony Randall Cuts Album For Mercury

NEW YORK—Tony Randall, star of stage, screen and TV, will cut an album of songs for the Mercury label.

Randall, whose frequent appearances on NBC-TV's Johnny Carson Show have included rather accurate take-offs on the quavering tenor of Carmen Lombardo, will include a number of vintage favorites in his assortment of melodies. In addition, he will also render his special interpretation of the current hit "Winchester Cathedral."

No title has been selected for the album, though such up-to-date phrases as "Vo-De-Oh-Do" and "Magic Musical Memories" are said to have crossed Randall's mind.

Columbia Screen-Gems Music Div. In Conference

NEW YORK—Don Kirshner, president of Columbia Pictures-Screen Gems Music Division, held a conference of all his executives on Thursday, Dec. 8. Policies and procedures for 1967 were discussed, with emphasis on new properties, products and releases.

In attendance were Herb Moelis, vice president in charge of business and administration; Emil La Viola, vice president and professional manager; Lester Sill, head of production and vice president of the west coast office; Jack Magraw, head of the London office and Norris Wilson, in charge of the Nashville office.

In addition, president Kirshner, who is also head of Colgem Records and music consultant for six Screen Gems TV shows, conferred with the VIPs of these organizations.

UA INKS VERNON—Comic Jackie Vernon, who keeps 'em rolling in the aisles with his dead-pan humor, has just signed an exclusive, long-term recording pact with United Artists Records, according to an announcement from the label. Shown in the photo above with Vernon (seated) are, UA prez Mike Stewart (left) and Vernon's road manager, Danny Crystal. With the signing of Vernon, the label hopes to continue the success pattern which it has initiated with its Pat Cooper laugh package called "Spaghetti Sauce & Other Delights."

ALL THAT I AM
ELVIS PRESLEY ..... RCA VICTOR
Gladys Music, Inc.

SPINOUT
ELVIS PRESLEY ..... RCA VICTOR
Gladys Music, Inc.

A DAY IN THE LIFE OF A FOOL (MANHA DeCARNIVAL)
JACK JONES ..... KAPP
Ross Jungnickel, Inc.

DANDY
HERMAN'S HERMITS ..... MGM
Noma Music, Inc.

I JUST DON'T KNOW WHAT TO DO WITH MYSELF
DIONNE WARWICK ..... SCEPTER
Belinda (Canada) Ltd./Quartet Music, Inc.

(WHEN SHE NEEDS GOOD LOVIN') SHE COMES TO ME
THE CHICAGO LOOP ..... DYNO VOICE
Tiger Music, Inc.

LET THE GOOD TIMES IN
DEAN MARTIN ..... REPRISE
Noma Music, Inc.
Smooth Music, Inc.

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LAST CALL

The Big Year-End Issue

of **Cash Box**

"THE WORLD OF RECORDING ARTISTS 1966"

A complete report on the Top Artists,

Top Records, Top Songs & Top Publishers of 1966

DEADLINE: DEC. 15

(ISSUE DATED DEC. 24)

Make sure your message is in this Edition

Cash Box

COUNTRY REVIEWS

B+ very good C+ fair
B good C mediocre

THE CASH BOX BULLSEYE

YOU BEAT ALL I EVER SAW (2:06) [Cash]

PUT THE SUGAR TO BED (2:20) [Cash, Carter]

JOHNNY CASH (Columbia 43921)

"You Beat All I Ever Saw" is already making noise for Johnny Cash and may well turn into another "The One On The Right Is On The Left." A funky, self-penned item, the tune has a good, strong sound and should soon have Cash registering. "Put The Sugar To Bed" is a light, brassy ditty.

WE LOSE A LITTLE GROUND (2:32) [Newkeys, BMI—Baham]

DROPPING OUT OF SIGHT (2:44) [Newkeys, BMI—Hall]

JIMMY NEWMAN (Decca 32067)

With his "Unwanted Feeling" just recently dropping off the charts, Jimmy Newman should soon be gaining a new chart position via "We Lose A Little Ground." Country fans and spinners may go for this blues-laced, feelingful ode. "Dropping Out Of Sight" also features a tale of woe.

I CAN'T TAKE IT NO LONGER (1:58) [Ly-Rann, BMI—Vickery]

YOU CAN HEAR A TEAR DROP (2:34) [Ly-Rann, BMI—Vickery, Wiggins]

HANK WILLIAMS, JR. (MGM 13640)

After coming real close to the top last time out with "Standing In The Shadows," Hank Williams, Jr. shoots for the heights once again with "I Can't Take It No Longer." This one is a complete change of pace to a rock-flavored stomper. Watch it. "You Can Hear A Tear Drop" is a lowdown weeper.

DON'T PUT YOUR HANDS ON ME (2:00) [Novachaminjo, BMI—Mann]

STAY OUT OF MY DREAMS (2:13) [Novachaminjo, BMI—Mann]

LORENE MANN (RCA Victor 9045)

Lorene Mann has penned a potent deck which may establish her more firmly in the country field. Top side, "Don't Put Your Hands On Me," is a pop-flavored, Tijuana-type thumper with a "Don't Touch Me" message. "Stay Out Of My Dreams" is a waltz-time blueser.

Newcomer Picks

SHE'S THE WOMAN (2:30) [Acclaim, BMI—Cummings, Cummings]

THERE'S SOMETHING FUNNY GOING ON (1:56) [Newkeys, Tuckahoe, BMI—Penning, Hall]

BARBARA CUMMINGS (London 104)

London Records makes a strong bid to break into the country market with this Barbara Cummings debut called "She's The Woman." The songstress comes across with an emotion-filled, woesy stand that could well be the beginning of big things for her. "There's Something Funny Going On" is a bouncy tale of bad news.

SAY NO TO YOU (2:02) [Acuff-Rose, BMI—Newbury]

MAKE ME BELIEVE (2:00) [Acuff-Rose, BMI—Newbury]

MICKEY GILLEY (Paula 256)

Could be chart action in store for Mickey Cilley and this tale of woe called "Say No To You." Mickey delivers a real slow-paced weeper that could well cause deejays to sit up and take notice. Flip, "Make Me Believe," is shuffler in a romance-oriented theme.

Cash Deal

Saul Holiff (right), personal manager of Johnny Cash, and Lucky Moeller got together recently to conclude deal whereby the Moeller talent stable will act as exclusive agent for the Johnny Cash Show for rodeos and fairs during this coming summer (July-Sept.). Appearances have also been set up between the two during April and May.

C & W CHRISTMAS REVIEWS

B+ very good C+ fair
B good C mediocre

CHRISTMAS IS LONELY (2:33) [Unart, BMI—King, Deen]

SAJO (2:10) [Moss Rose, BMI—Mills]

DEL REEVES (United Artists 50115)

The season gets a little more illumination as a result of Del Reeves offering of "Christmas Is Lonely." Tune is a plaintive, tear-tugging seasonal outing that spice up many a listener's holiday. The undercut, "Sajo," is a cute, bouncy Yule session that should also get nice action.

JINGLE BELL HEART (2:15) [Al Gallico, BMI—Peters, Dale, Lockwood]

AVENUE OF TEARS (2:12) [Al Gallico, BMI—Kilgore]

BOB LOCKWOOD (Country/Politan 111)

Country spinner Bob Lockwood can count on "Jingle Bell Heart" to get a heap of action from his brothers jocks throughout the land during the Yule season. Catchy, happy-go-lucky bouncer looks good. Also looking good is "Avenue Of Tears," a non-seasonal blueser that could hang around for after-holiday action.

MITCHELL TOROK (Reprise 0541)

(B+) INSTANT LOVE (2:15) [Smooth, Noma, BMI—Torok, Redd] Vet hitmaker Mitchell Torok could make it back on the hitsville scene with this rompin', lighthearted ditty.

(B) I LET THE HURTS PUT ME IN THE DRIVER'S SEAT (2:16) [Smooth, Noma, BMI—Torok, Redd] This one is a cute takeoff on the popular slogan.

CHARLIE SMITH (Chart 1405)

(B+) DADDY WHERE IS MOMMY (2:30) [Yonah, BMI—Woods] Here's an effort by Charlie Smith that may open many doors for the songster. A bittersweet, mournful sound, this one could catch on.

(B) HALF INDIAN, HALF BULLDOG (2:33) [Peach, SESAC—Smith] Flip is a fun-filled novelty bouncer.

RAMONA REED (Challenge 59349)

(B+) VOLUNTEER FOOL (2:26) [4-Star, BMI—Mills, Burgess] There might be big things in store for Ramona Reed as a result of this nicely handled effort. Tune is a thumpin' blueser that merits a listen.

(B) LONELY HEARTS DO FOOLISH THINGS (2:16) [4-Star, BMI—Pitts] More tears here, but in a shuffling vein.

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Cash Box COUNTRY ROUND UP

It's been decided that Connie Smith's backup group has remained nameless for too long and the boys have finally been given the title of the Sundowners. The foursome, which was formed earlier this Fall to accompany Connie on all her appearances, consists of steelman **Weldon Myrick**, guitarist **Jack Watkins**, bassist **Larry Fullman** and drummer **Leo Taylor**.

When anyone asks **Sonny James** how far his popularity ranges, he can say "from Nashville to Paris." And it's true! Last month, while Capitol Records was busy hosting its "Sonny James Month" the length and breadth of these here Yeewnited States, there was a special "Sonny James" day held in Paris . . . Paris, Kentucky, that is. Sonny and the Southern Gentlemen headlined a package there (Nov. 26) on behalf of the Paris-Bourbon County Junior Chamber of Commerce, a show which will no doubt keep the fans buzzing for quite a while.

Wanda Jackson along with her band, the **Party Timers**, has just returned from her third European circuit in 18 months, and a very busy tour it was. She appeared on several German TV shows and recorded another four songs in the German language (making a total of twelve German songs that she has cut thus far). Wanda, by the way, has a very successful track record in Deutschland, with a string of chart items already to her credit. (It's a very strong possibility that she's Capitol's No. 1 girl seller in that part of the world.) After the TV shows and the recording sessions Wanda and the boys appeared at 15 different military bases in Germany and France, and, according to **Wendell Goodman**, president of Wanda Jackson Enterprises, every show was a sell-out. Now that she's back in the States she'll be touring New Mexico, Arizona, Texas and Colorado until Dec. 18, after which she'll take a well-deserved rest for the Christmas holidays.

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CARL PERKINS

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"TEARS IN THE CLOUDS"

MARTI BROWN

DOLLIE 503

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CEDARWOOD PUBLISHING

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Nashville, Tenn.

A HELPING HAND—The Christmas season, and accompanying good cheer, came to Las Vegas on Thanksgiving Eve, when the bright lights of Downtown Casino Center became a little bit brighter through the addition of Christmas lights. During the evening, Lovely Judy Lynn, takes time to help Nancy Hicks, a second-grade student at Variety Crippled Children's School, pull the switch to turn on the illuminated decorations. In addition to emceeing the affair and introducing all the local dignitaries present for the occasion, Judy and her colorful eight piece band provided a 45-minute musical program for the hundreds of people who lined the streets.

Although he's busy as all get-out with his management and publishing operations, among others, Reed Welty isn't too busy to take time out for charity work. Reed was in New York last week (7-10) representing Wayne County, Ohio in the National Birth Defects Conference of the March of Dimes, which took place in the Americana Hotel here. While here he passed on word that **Kathy Dee** was just about back to normal after her recent illness. She's been up on her feet working for a couple of weeks and is set to head into Goose Bay, Labrador on Dec. 27 for four weeks.

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MICKEY GILLEY

Paula 256

"I COULD LOVE NO ONE BUT YOU"

PEGGY PAXTON

Paula 252

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Cash Box COUNTRY LP REVIEWS

THERE GOES MY EVERYTHING—Jack Greene—Decca DL 4845/74845

Jack Greene came out of nowhere with his "There Goes My Everything" single, which is still rocketing up the charts, and wasted no time cashing in on that success with this LP. Titled with the same name, this one is a collection of some of the biggest country tunes of the past year or so, each receiving an excellent treatment from Greene. With tracks like "Almost Persuaded" and "Make The World Go Away" this one is a winner.

SWINGIN' COUNTRY—Rusty Draper—Monument MLP 8062/SLP 18062

With a built-in market via his "Swingin' Country" TV audience, Rusty Draper should score well in the sales department with this performance. Both pop and country fans may be out for this one, which features such juicy items as "Mystery Train" and "You Can't Be True Dear," as well as "Folsom Prison Blues," all done up in lush, full-bodied arrangements.

Speaking of Christmas, it's a little early to be wishing everyone a Happy Holiday, so we'll hold back with most of you. But we would like to say a special word or two to Mrs. Jones, probably the staunchest of country fans and a friend to everyone associated with country music (in fact to just about everyone in any category). We hope that this season is your happiest ever and that the coming year brings everything you could possibly want. And thanks, Mrs. Jones, just for being there. We're sure a lot of people would join us in thanking you for all you've done for them, if only they knew.

Scientists claim that some of the most brilliant ideas are conceived in the wee hours of the morning. The theory seems to be supported by WHO-Des Moines jock **Mike Hoyer**, who was recently visited by a touring **Billy Walker**, and who, at 1:30 A.M. came up with the magnificent scheme to have a giveaway for his listeners. The giveaway consisted of ten copies of Billy's latest album, "A Million And One," which were offered to the ten people to call from the farthest point within 30 minutes. A total of 60 calls came in for the half hour with such distant area codes as 503 (Ore.), 416 (Ontario), 617 (Mass.) and 914 (N.Y.) represented.

Buck is due out with a new single and a new album, according to Capitol's **Wade Pepper**. The single will be titled "Where Does The Good Times Go" and the LP will be dubbed after his latest hit, "Open Up Your Heart." . . . **Molly Bee** is also set to release a new LP, on MGM. This one tabbed "Molly Bee's Swinging Country." . . . **Curley Putman's** "grass" has just got another cutting, and it seems to be doing nicely. The Putman-penned "Green, Green Grass Of Home," which has already hit in the hands of **Johnny Darrell** and **Porter Wagoner**, in addition to pulling in some coin for **Jerry Lee Lewis**, is now starting to stir up nice action in the hands of **Tom Jones** (you know him—he sings that pop music). . . . The Stonemans

(Continued on page 55)

DOUBLE BARRELED FAMILY—Bob Neal (right) head man of his own talent and booking stable in Music City, smiles as he expands his roster by two with the signing of Liz (left) and Lynn Anderson for bookings in all but the West Coast area. The two gals are in strong competition record-wise, as mother Liz holds down the 41 spot on the Cash Box Top 50 and daughter Lynn follows right behind in the 42 position. Also shown is the junior member of the Neal organization, Sonny.

SMILING IN THE CHAPEL—Everyone is all smiles in this scene from the recent wedding of Barbara Stoneman Asbury and Jerry Monday in Music City's Belmont Baptist Church. Aside from the usual things of more prosaic social import, the wedding ceremony marked the official entry of the well known member of the performing Stonemans into the real-life Stoneman family. The principals of the wedding are pictured above.

Pitney's First Film To Be Shot In Italy

NEW YORK — Gene Pitney, Musicor Records Songster, has announced plans to produce a 90-minute film in Italy, immediately following his appearance there Jan. 27-29 at The San Remo Festival. The script will be based on the title of whichever of the two songs Pitney plans to sing at the Festival reaches the highest level in the voting. The film will be produced by Pitney, and will be packaged for the American market by the William Morris Agency.

The appearance at San Remo marks Pitney's return after three recent consecutive monthly TV engagements there. Last Jan., the singer's Festival performance earned him second place, the highest finish in that contest to date for an American. The song selection at that time was "Nessuno Mi Puo di Guidicare."

Pitney will also be seen shortly in principal American markets in a video tape shot recently for the Top Of The Pops TV program in England, featuring the artist performing his new Musicor single, "Just One Smile," and employing numerous New York City backgrounds. The tape was shown on the popular British TV show and is now being used in exploitation of the same disking in America.

Husky And Guitar Join 'Toys For Tots' Roster

BAKERSFIELD—The Second Annual presentation of the Buck Owens "Toys For Tots Show," to be held at the Bakersfield Civic Auditorium, has expanded its artist lineup to include the talents of Ferlin Husky and Bonnie Guitar. Formerly named to the Dec. 16 show are such names as the Buck Owens Buckaroos, Merle Haggard, the Strangers, Red Simpson, Bonnie Owens, Dick Curless, Tommy Collins, Kay Adams, Buddy Allen, Ronnie Sessions, Del & Sue Smart, Jimmy Thomason and band, Larry Daniels & the Buckshots, and Sheb Wooley. Admission price for the event is one new toy.

The presentation is being staged jointly between Buck Owens and the U.S. Marines.

COUNTRY ROUND UP

(Continued from page 30)

evidently have a solid nucleus of fans in the Chicago area, which is the basis for two trips to the Windy City this month. On Dec. 12 they will tape **Dolph Hewitt's** "WGN Barndance" and then will appear at **Sammy C's** Rivoli Club on Dec. 16 and 17. . . . Also heading for the bright city lights will be "Mr. Guitar." **Chet Atkins** who will aim for New York after the turn of the year to film **Perry Como's** Kraft Special. Another giant Victor name, **Eddy Arnold,** who happens to be a regular in Gotham, will also be on the show. . . . While they're heading East, **Little Jimmy Dickens** is currently being seen for the first time in two years on the West Coast. Dickens will be breaking up the California houses until Dec. 17. . . . Ly-Dann seems to be picking up in the publishing area with several goodies just released. They include **Stonewall Jackson's** "Mommy, Look, Santa's Cryin' " and **Lefty Frizzell's** "You Gotta Be Puttin' Me On," as well as the title song of **Archie Campbell's** LP, "The Cockfight." . . . Speaking of publishing, Metric's **Al Altman** is crowing over the new Conway Twitty LP, "Look Into My Teardrops." The company's Travis pubbery has two tracks in the album, "Fraulein" and "The Wild Side Of Life," both of which have become standards in the country field. . . . 'Twas a night for the smell of greenbacks at the Am-Vets Country Music Money Night recently in Newport News, Va. when **Johnny Paycheck** and **Johnny Dollar** teamed up for a swinging package. (So where was **Johnny Cash**???) Speaking of Dollar, copies of his Dot deck "Crazy Eyes," and **Van Trevor's** charter, "Our Side," can be obtained from **Dick Heard** at Suite 1527, 250 W. 57 St. in New York. . . . **Bob Lissauer** and **Billy Edd Wheeler,** who produce **Leroy Pullins** for Kapp, have scheduled December singles sessions in Music City. . . . Sessions are also in line for **Johnny Tillotson** from Dec. 18 to 22 when he and **Paul Tannen** will team up for additional singles sides. Johnny's latest outing, "Christmas Country Style" and "Christmas Is The Best Of All" (co-written by his wife) was yanked from his first Yuletide LP, "The Christmas Touch."

Cash Box TOP COUNTRY ALBUMS

1	**YOU AIN'T WOMAN ENOUGH** 1 *Loretta Lynn (Decca DL 4783/7 4783)*	
2	**SWINGIN' DOORS** 3 *Merle Haggard (Capitol T/ST 2585)*	
3	**ALMOST PERSUADED** 5 *David Houston (Epic LN 24213/BN 26213)*	
4	**BORN TO SING** 4 *Connie Smith (RCA Victor LPM/LSP 3628)*	
5	**THE LAST WORD IN LONESOME** 6 *Eddy Arnold (RCA Victor LPM/LSP 3622)*	
6	**THE DRIFTER** 8 *Marty Robbins (Columbia CL 2527/CS 9327)*	
7	**I LOVE DROPS** 2 *Bill Anderson (Decca DL 4771/7 4771)*	
8	**ANOTHER BRIDGE TO BURN** 7 *Ray Price (Columbia CL 2528/CS 9328)*	
9	**CARNEGIE HALL CONCERT** 9 *Buck Owens & Buckeroos (Capitol T/ST 2556)*	
10	**THE BEST OF SONNY JAMES** 13 *(Capitol T/ST 2615)*	
11	**DISTANT DRUMS** 10 *Jim Reeves (RCA Victor LPM 3542/LSP 3542)*	
12	**YOUR SINCERELY** 15 *Jim Reeves (RCA Victor LPM 3709/LSP 3709 E.)*	
13	**CONFESSIONS OF A BROKEN MAN** 12 *Porter Wagoner (RCA Victor LPM/LSP 3593)*	
14	**LEAVIN' TOWN** 16 *Waylon Jennings (RCA Victor LPM/LSP 3620)*	
15	**A MILLION AND ONE** 17 *Billy Walker (Monument MLP 8047/LSP 3507)*	
16	**THE SEELY STYLE** 14 *Jeannie Seely (Monument MLP 8057/SLP 18057)*	
17	**GEORGE JONES GOLDEN HITS** 11 *(United Artists PAL 3532/UAS 6532)*	
18	**WE FOUND HEAVEN RIGHT HERE ON EARTH AT 4033** 20 *George James (Musicor MM 2106/MS 3106)*	
19	**NAT STUCKEY SINGS** 21 *(Paula LP 2192)*	
20	**HAPPINESS IS YOU** 19 *Johnny Cash (Columbia CL 2537/CS 9337)*	
21	**SOMEBODY LIKE ME** 24 *Eddy Arnold (RCA Victor LPM/LSP 3715)*	
22	**WHERE IS THE CIRCUS** 27 *Hank Thompson (Warner Bros. W/WS 1664)*	
23	**THE KITTY WELLS SHOW** 25 *Various Artists (Decca DL 4831/7 4831)*	
24	**WANDA JACKSON SALUTES THE COUNTRY HALL OF FAME** 23 *(Capitol T/ST 2606)*	
25	**LOOK INTO MY TEARDROPS** 26 *Conway Twitty (Decca DL 4828/74828)*	
26	**WORDS AND MUSIC** 22 *Roger Miller (Smash MGS 27075/SRS 67075)*	
27	**FREE AND EASY** 29 *Dave Dudley (Mercury MG 21098/SR 61098)*	
28	**I'LL TAKE THE DOG** 28 *Jean Shepard & Ray Pillow (Capitol ST/T 2537)*	
29	**WHEELS AND TEARS** 30 *Kay Adams (Tower T/ST 5033)*	
30	**ALL'S FAIR IN LOVE AND WAR** — *Stonewall Jackson (Columbia CL 2509/CS 9309)*	

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Cash Box COUNTRY TOP 50

Pos.	Last Week		
1	2	TOUCH MY HEART	(Mayhew—BMI) Ray Price (Columbia 43795)
2	1	SOMEBODY LIKE ME	(Barton—BMI) Eddy Arnold (RCA Victor 8869)
3	4	THERE GOES MY EVERYTHING	(Bluecrest—BMI) Jack Greene (Decca 32023)
4	3	I GET THE FEVER	(Stallion—BMI) Bill Anderson (Decca 31999)
5	6	THE HURTIN'S ALL OVER	(Wilderness—BMI) Connie Smith (RCA Victor 8964)
6	5	SWEET THANG	(Su-Mo—BMI) Nat Stuckey (Paula 243)
7	7	ALMOST PERSUADED #2	(Al Gollico—BMI) Ben Colder (MGM 13590)
8	12	GAMES OF TRIANGLES	(Delmore—ASCAP) Bobby Bare, Norma Jean & Liz Anderson (RCA Victor 8963)
9	11	DON'T COME HOME A-DRINKIN' (With Lovin' On Your Mind)	(Sure Fire—BMI) Loretta Lynn (Decca 32045)
10	9	OPEN UP YOUR HEART	(Blue Book—BMI) Buck Owens (Capitol 5705)
11	8	THE BOTTLE LET ME DOWN	(Blue Book—BMI) Merle Haggard (Capitol 5704)
12	10	BLUE SIDE OF LONESOME	(Glad—BMI) Jim Reeves (RCA Victor 8902)
13	18	UNMITIGATED GALL	(Cedarwood—BMI) Faron Young (Mercury 72617)
14	19	MISTY BLUE	(Tolmont—BMI) Wilma Burgess (Decca 32027)
15	16	APARTMENT #9	(Mayhew—BMI) Bobby Austin (Tally 500)
16	24	STAND BESIDE ME	(Glaser—BMI) Jimmy Dean (RCA Victor 8971)
17	12	EARLY MORNING RAIN	(Witmark & Son—ASCAP) George Hamilton IV (RCA Victor 8924)
18	20	STATESIDE	(Cedarwood—BMI) Mel Tillis (Kapp 772)
19	13	BAD SEEDS	(Stallion—BMI) Jan Howard (Decca 32016)
20	27	WHERE'D YA STAY LAST NIGHT	(Pamper—BMI) Webb Pierce (Decca 32033)
21	15	IT TAKES A LOT OF MONEY	(Four Star Sales—BMI) Warner Mack (Decca 32004)
22	23	THIS MUST BE THE BOTTOM	(Moss-Rose—BMI) Del Reeves (United Artists 50081)
23	25	GOIN' DOWN THE ROAD	(Crestmoor—BMI) Skeeter Davis (RCA Victor 8932)
24	22	VOLKSWAGEN	(Roleigh—BMI) Ray Pillow (Capitol 5735)
25	29	MOTEL TIME AGAIN	(Central Songs—BMI) Johnny Paycheck (Little Darlin' 0016)
26	28	WHERE COULD I GO? (But To Her)	(Al Gallico—BMI) David Houston (Epic 10102)
27	30	HOW LONG HAS IT BEEN	(Southtown—BMI) Bobby Lewis (United Artists 50067)
28	31	WHERE IS THE CIRCUS	(Brazos Valley—BMI) Hank Thompson (Warner Bros. 5858)
29	17	LONG TIME GONE	(News Keys—BMI) Dave Dudley (Mercury 72618)
30	21	ROOM IN YOUR HEART	(Morson—BMI) Sonny James (Capitol 5690)
31	32	ANOTHER STORY, ANOTHER TIME, ANOTHER PLACE	(Marson—BMI) Ernest Tubb (Decca 32022)
32	40	FUNNY, FAMILIAR, FORGOTTEN FEELING	(Acuff-Rose—BMI) Don Gibson (RCA Victor 8975)
33	35	IF THE WHOLE WORLD STOPPED LOVING	(Fingerloke—BMI) Roy Drusky (Mercury 72627)
34	39	MR. SHORTY	(Mariposa—BMI) Marty Robbins (Columbia 43870)
35	38	A WOMAN NEVER FORGETS	(Cedarwood—BMI) Kitty Wells (Decca 32024)
36	41	HOMESICK	(Central Songs—BMI) Bobby Bare (RCA Victor 8988)
37	37	CALL HER YOUR SWEETHEART	(Acuff-Rose—BMI) Frank Ifield (Hickory 1411)
38	44	DON'T LET THAT DOORKNOB HIT YOU	(Acclaim—BMI) Norma Jean (RCA Victor 8989)
39	43	BEAR WITH ME A LITTLE LONGER	(Hill & Range—BMI) Billy Walker (Monument 980)
40	36	ONE IN A ROW	(Pomper—BMI) Willie Nelson (RCA Victor 8933)
41	54	WIFE OF THE PARTY	(Yonah, Greenbock—BMI) Liz Anderson (RCA Victor 8999)
42	45	RIDE, RIDE, RIDE	(Yonah—BMI) Lynn Anderson (Chart 1375)
43	48	OUR SIDE	(Summerhouse—ASCAP) Van Trevor (Band Box 371)
44	51	ONCE	(Harbot—SESAC) Ferlin Husky (Capitol 5775)
45	26	CLASS OF '49	(Cedarwood—BMI) Red Sovine (Starday 779)
46	53	HURT HER ONCE FOR ME	(Sure Fire—BMI) Wilburn Bros. (Decca 32038)
47	—	BURNING BRIDGES	(Sage & Saud—SESAC) Glen Campbell (Capitol 5773)
48	—	TEARS WILL BE THE CHASER FOR YOUR WINE	(Tree—BMI) Wanda Jackson (Capitol)
49	57	JUST BETWEEN YOU AND ME	(Jack—BMI) Charlie Pride (RCA Victor 9000)
50		YOU BEAT ALL I EVER SAW	Johnny Cash (Columbia)

51	SEVEN DAYS OF CRYING (Makes One Week)	Harden Tria (Columbia 43844)
52	LOSER'S CATHEDRAL	David Houston (Epic 10102)
53	THE FUGITIVE	Merle Haggard (Capital 5803)
54	JACK KNIFE	David Price (Hickary 1416)
55	I NEVER HAD THE ONCE I WANTED	Claude Gray (Decca 32039)
56	COUNTRY BOY'S DREAM	Carl Perkins (Dallie 505)
57	PRISSY	Chet Atkins (RCA Victor 8927)
58	THAT'LL BE THE DAY	Statler Bros. (Columbia 43868)
59	HULA LOVE	Hank Snow (RCA Victor 9012)
60	WHAT'S COME OVER MY BABY	Dattie West (RCA Victor 9011)

'ELM STREET PAWN SHOP'
(Independent Savings and Loan)
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b/w
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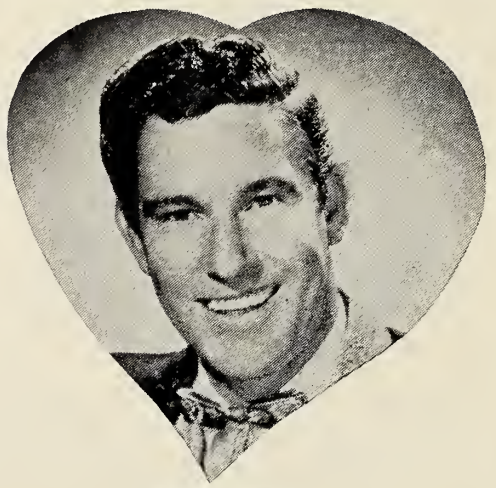
FREDDIE HART
ON KAPP RECORDS
K-794



FREDDIE HART

"HANK WILLIAMS GUITAR"
"CHAIN GANG"
"DRINK UP AND GO HOME"
STRAIGHT FROM THE HEART
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THE HEART OF COUNTRY MUSIC
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"WHY SHOULD I CRY OVER YOU"
"LOOSE TALK"

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Cash Box

INTERNATIONAL SECTION

December 17, 1966

Since the top Dutch group, The Motions, first hit the charts a year ago with "Wasted Words," they have been consistenly in the Top Ten with such hits as "Why Don't You Take It" and "Every Step I Take." Firmly established in Holland, they are now expanding internationally via appearances at the Olympia, Paris, followed by tours of Scandinavia, Germany and Belgium. The Motions, who record exclusively for Negram, cut their disks in England for release in Italy, Germany, Belgium, France, Scandinavia and the U.K.

GREAT BRITAIN

Congratulations to **Tom Jones** on being firmly back in the No. 1 position after 20 months with his Decca recording of the country & western song "Green, Green Grass of Home" published by Burlington Music. Rumors that Jones will leave Decca for Tamla Motown when his present contract expires in 1967 were firmly denied by his manager **Gordon Mills** in an interview with **Cash Box**. Although his present Decca contract ends in April, 1967, it has already been renewed until 1970 with the proviso that as from that date all the artist's recordings will be independently produced by **Gordon Mills** for release by Decca. This means that artist and manager will be free to record in any studios throughout the world including those of Tamla Motown in Detroit, nerve center of the sound favored by **Tom Jones**. "Green, Green Grass" has proved to be Decca's fastest-selling single of the year and has already won Jones a Silver Disk for quarter million sales. The disk is now issued in the States on the Parrott label.

The **Young Rascals**, accompanied by Manager **Sid Bernstein**, arrived in Britain last week and met the press and deejays at a reception at Blaises discotheque where the boys gave a live performance. In Britain for club and TV dates including "Top of the Pops" and "Ready Steady Go," they later left for Paris for TV and an appearance at the Olympia Music Hall. With two hits to their credit in America via "You Better Run" and "Come On Up," Polydor are hoping that their current Atlantic release-issued especially for the British market—"Too Many Fish In The Sea" will give them British chart rating.

During the week a couple of salvos, in the form of maximum £100 ($280) fines, have been fired at two of Britain's offshore pirate radio stations. The first broadside delivered by the Postmaster General hit Radio 390 operating in the Thames Estuary which promptly went off the air pending an appeal. The second successful conviction was against Radio Essex also operating in the Thames Estuary from a disused wartime fort on Knock John Sands. Unlike Radio 390 however, the fine paid, Radio Essex promptly changed its name to Britain's Better Music Station and continued to transmit programs. Both companies were fined for broadcasting without a license, and both companies have lodged appeals.

Dec. is **Cliff Richard** and the **Shadows** month with the world premiere of their fourth major musical film "Finders Keepers." Columbia issued the album of songs from the film which includes three new titles "Run to the Door," "Where Did The Summer Go" and "Into Each Life Some Rain Must Fall." Cliff's current charter "Time Drags By" is also from the film. An EP "La La La La La La"—arranged and conducted by **Mike Leander** is also scheduled for Dec. release. Film producer **Gerry Anderson** has also used Cliff and the Shadows as models for the leading characters of his feature film "Thunderbirds Are Go" (based on the famous TV series) which will have worldwide release by United Artists. Over Christmas Cliff and the boys will be appearing in pantomine at the London Palladium in "Cinderella" with music penned by the Shadows from which comes their latest Columbia single "In The Country" published by Shadam. Manager **Peter Gormley** has just returned from America where he formulated plans for the upcoming American screening of "Finders Keepers."

Peter Gormley is also manager for **Frank Ifield** and, whilst in the States, he had meetings with **Wesley Rose** of Hicory who issued Ifield's "Call Her Your Sweetheart" which, due to its American success, is now issued in the U.K. on Columbia.

Negotiations are under way for **Herman's Hermits** to tour Australia and the Far East when they finish their American tour early in Jan. The group were last in these territories just a year ago. Tentative plans are also in hand for a nation-wide British tour in the Spring of 1967. Their first film under the new MGM contract—"Mrs. Brown, You've Got A Lovely Daughter"—is expected to go into production in April, 1967.

Burlington Music (who are currently topping both the Top Twenty singles charts and the Best Selling Sheet Music Lists with "Green Green Grass of Home" by **Tom Jones**) also have "Snowflake" by **Larry Cunningham** and "Somebody" by **David Brook** (both on the King label) as well as "Rumours Gossip Words Untrue" by the **Swinging Blue Jeans** on HMV. Burlington Music also have control of six of the tracks on the **Jim Reeves** best-selling album "Distant Drums."

Cyril Shane of Shapiro Bernstein is back in town after an extensive continental trip visiting publishers in France, Holland, Belgium, Germany, Italy and Scandinavia. In Holland, he found the Shapiro Bernstein copyright "Born a Woman" enjoying success not only via the **Sandy Posey** original but by a cover version by **Willeke Alberti** on Philips with sales of over 100,000. In Italy **Shane** reports that British copyright "Down Came The Rain" penned by **Mitch Murray** has been successfully waxed by **I. Giganti** under the title "Una Regazza In Due." Another song by **Mitch Murray** and **Peter Callender**—"Ain't You Gotta Heart" by the **Signs** on Decca—is also creating interest on the continent.

With the new British musical "Man Of Magic" (based on the life of **Houdini**) now running in London, the Chappell Organization has formed a new company, Magic Music, to publish the score. Soundtrack album is available on CBS and hit song "Suddenly" has been waxed by **Danny Street**, also on CBS. Still with the musical show world, Chappell's Valando catalog has the score of the American smash musical "Fiddler On The Roof" which reaches London in Feb. When "The Sound of Music" ends its six-year run at the Palace Theatre in Feb., the American musical "110 in the Shade" (based on The Rainmaker) comes to Britain for which Chappells holds the U.K. rights. From shows to films, and it's still Chappells with the scores. Famous Chappell publish "Is Paris Burning" with a soundtrack album on CBS with title song by Doc Severinsen on Stateside and **Herbie Mann** on Atlantic. They also have score from "Thunderbirds Are Go" with versions by **Cliff Richard** (Columbia), **Roger Barsotti** and the **Metropolitan Police Band** (HMV) and the **Eliminations** (Pye).

Quickies: **Chris Peers** of Island Records to Paris where **Spencer Davis** is appearing in clubs and TV. . . . **Michel Polnareff**'s French hit "Love Me, Please Love Me" issued here on Vogue. . . . From the film "Deadlier Than The Male" the **Walker Brothers** wax title song on Philips. . . . **Tony Hatch/Jackie Trent** composition for Pet Clark's new Pye single "Color My World." . . . Another **Howard-Blaikley** composition for **Dave Dee, Dozy, Beaky, Mick** and **Tich**'s new Fontana single "Save Me." . . . Italian mini-singer **Rita Pavone** in Britain for 15 days commencing Dec. 28th where her RCA waxing of "Heart" is selling well. . . . American group the **Spellbinders** due in Britain with manager **Bill Downs**. . . . French star **Sacha Distell** gets British release with "What a Party" on HMV. . . . RCA rush released **Eddy Arnold**'s "The Angel and the Stranger." . . . Shadam Music has acquired publishing rights to "Maroc 7" film. . . . Newly-appreciated **Lee Dorsey** has Stateside album "The New Lee Dorsey." . . . "Somewhere" new album for Peter and **Gordon** on Columbia. . . . Island Records rush release "Guns of Navorone" by the **Skatalites**—No. 1 for 15 weeks in Jamaica.

Great Britain's Best Sellers

This Week	Last Week	Weeks On Chart	
1	2	4	**Green Green Grass**—Tom Jones (Decca) Burlington
2	1	6	**Good Vibrations**—The Beach Boys (Capitol) Immediate
3	3	6	*Gimme Some Lovin'—Spencer Davis (Fontana) Island
4	7	4	*What Would I Be—Val Dooncan (Decca) Marvel
5	4	6	*Semi Detached Surburban Mr. James—Manfred Mann (Fontana) Carter Lewis
6	10	3	*My Mind's Eye—The Small Faces (Decca) Robbins
7	5	9	**Reach Out I'll Be There**—Four Tops (Tamla Motown) Belinda
8	6	4	**Holy Cow**—Lee Dorsey (Stateside) Ardmore & Beechwood
9	11	3	**Just One Smile**—Gene Pitney (Stateside) A. Schroeder
10	14	2	**What Becomes Of The Broken Hearted**—Jimmy Ruffin (Tamla Motown) Belinda
11	13	15	**Distant Drums**—Jim Reeves (RCA) Acuff Rose
12	17	2	**Friday On My Mind**—The Easybeats (United Artists) United Artists
13	8	6	*High Time—Paul Jones (HMV) Dean Street
14	—	1	**Morningtown Ride**—The Seekers (Columbia) Compass
15	—	1	**You Keep Me Hanging On**—The Supremes (Tamla Motown) Carlin
16	19	2	*Dead End Street—The Kinks (Pye) Davray
17	12	6	**If I Were A Carpenter**—Bobby Darin (Atlantic) Robbins
18	9	7	*Stop Stop Stop—The Hollies (Parlophone) Gralto
19	—	1	**A Love Like Yours**—Ike & Tina Turner (London) Belinda
20	16	9	*I Can't Control Myself—The Troggs (Page One) Dick James

*Local copyrights

Top Ten LP's

1. **Sound Of Music** — Soundtrack (RCA)
2. **Best Of The Beach Boys**—The Beach Boys (Capitol)
3. **Big Hits**—The Rolling Stones (Decca)
4. **Revolver** — The Beatles (Parlophone)
5. **Distant Drums** — Jim Reeves (RCA)
6. **Golden Hits** — Dusty Springfield (Philips)
7. **Come The Day**—The Seekers (Columbia)
8. **Going Places**—Herb Alpert (Pye)
9. **Pet Sounds**—The Beach Boys (Capitol)
10. **Best Of Jim Reeves**—Jim Reeves (RCA)

FIRST OUTING IN ENGLAND—Australian chanter Normie Rowe (center) was recently feted at a reception hosted by Polydor Records to launch Rowe's first release in England. The debut side is titled "It's Not Easy." Flanking Rowe are deejay Alan Freeman (left) and manager David Joseph.

LABEL PAIR IN LONDON—United Artists' Easybeats perform as Solid State (a UA subsid) chanter Joe Williams avidly looks on. Williams' latest single effort is "Get Out Of My Life" while the British group's latest "Friday On My Mind" has just seen the light of day in the U.S.

CBS France Makes Deal With Artia For Iron Curtain Product Release

PARIS—Jacques Souplet, president and general manager of CBS France, has concluded an agreement with the Czech record company, Artia-Supraphon, to manufacture and distribute disks from the entire CBS catalog of France not only in Czechoslovakia, but other Iron Curtain countries, including the USSR, Germany, Yugoslavia, Albania, Bulgaria, Hungary, Poland. Cuba, North Korea and North Vietnam are also involved.

Artia is well-known for the quality of its recordings, particularly in stereo. The first release under the new agreement, which is expected to open up vast new fields for CBS talent, will be the Joe Dassin hit, "Guantanamera." Souplet also had meetings with the cultural attaché at the French Embassy in Prague and with radio & TV execs, which will result in personal appearances behind the Iron Curtain of CBS artists such as Compagnon de La Chanson, Rosy Armen and Caravelli.

Beach Boys Topple Beatles In Poll

LONDON—In Britain's latest Popularity Poll of 1966 conducted by The New Musical Express, The Beatles, after three years as the World's outstanding Vocal Group, have been dethroned by American group, the Beach Boys.

The Spencer Davis Group took over from The Rolling Stones as Britain's top R & B group and Cliff Richard reclaimed his crown as Britain's outstanding vocal personality of the year and for the 8th consecutive year was voted Britain's Top Male Singer.

America's Elvis Presley, who retained his title as The World's Top Male Singer was also voted outstanding Musical Personality of the year with Cliff Richard in second place—The top three girl singers were Dusty Springfield, Cilla Black and Petula Clark. The Beatles, voted Britain's No. 1 Vocal Group also carried off the award for the Best Disk of 1966: "Eleanor Rigby."

EMI To Handle Immediate Label

LONDON—Immediate Records, the British label owned by Andrew Loog Oldham, will henceforth be distributed throughout the world, exclusive of England, the United States, and Canada, by EMI. According to Oldham, the arrangement was just consummated by his business manager, Allen Klein. In addition, negotiations are presently under way regarding new arrangements for the releasing rights to Immediate in the United States and Canada.

The Immediate label has scored a number of successes in England, including Chris Farlowe's current number-one recording of "Ride On Baby." Farlowe also has a current hit LP there on Immediate. Among Immediate's smashes is, in addition, the number-one hit "Hang On, Sloopy" by The McCoys, all of whose recordings are issued on the Immediate label in England.

British Board Of Trade Boosts MIDEM

PARIS—Interest in Midem—the first international record and music publishing market to be held in Cannes from January 30 to February 4, 1967 continues to gather momentum.

The latest development from Britain is that the Board of Trade recognizing the important part that the music industry plays in the British export drive has agreed to afford the industry the same facilities offered to British exporters in industry. The Board of Trade has indicated that it will be willing to bear the cost of stands taken at Midem by a certain number of British publishing companies. The exact quota has not yet been decided but the news has brought a rash of new applications for stands from British publishers willing to exhibit providing they receive assistance from the Board of Trade. Other publishers will of course be at Midem in conjunction with their continental counterparts.

The Midem organizers have also dropped the 700 franc fee originally required for the playing of music. This will now be incorporated into the 500 franc participation fee.

Sir Arthur Bliss, Master of the Queen's Music, has agreed to become a member of the International Sponsorship Committee for Midem.

He's David Day

A photo on page 56 of last week's issue incorrectly referred to Francis Day & Hunter's David Day as to the spelling of his name.

PARTY FOR TWO:—Milan was the scene of two important press gatherings recently. On the left is a photo taken at a party in Van Wood's Amsterdam Club to introduce the new Phonogram artist, Renato (lower, left). He's shown with Mario Panvini Rosati, Cash Box rep in Italy, and Paul Lebbink, general manager of Phonogram in Italy. His first single consists of "La Mia Canzone" (My Song) and "Morire O Vivere," Italian version of the French hit, "Mourire Ou Vivre." The photo on the right was taken at the Hotel Palace, where CGD honored one of its most successful talents, Tony Del Monaco. His big hits of 1966 were "Vita Mia" and "Se La Vita E' Cosi." Tony is shown facing the camera, alongside Marina Testori, in charge of CGD's press office. Piero Sugar, co-owner and general manager of the label, was among the many who attended the party.

Philips-Fontana Completes Best Year, The Year Of The 'Big Sell' At Firm

LONDON—'Market from Strength,' the New Year resolution put out to members of the Philips-Fontana group by managing director Leslie Gould at the onset of the year, has resulted in the most successful twelve months in the group's 15 year history and will go down as 'the year of the big sell.'

Sales have soared despite the economic depression and the success is considered even more remarkable when one considers that 1965 was also an excellent year for the Philips-Fontana group.

In his survey of the year Gould highlighted five factors which have contributed to the group's success in 1966. Sales of pop singles have doubled; more than one in five records sold in Britain during the year emanated from the Philips group; the group's share of the industry's sales jumped by nine per cent; during 1966 35 releases topped the 100,000 sales mark of which 20 sold over half a million. Finally, Gould pointed to the group's achievements overseas. Philips artists, besides having chart toppers in America, Germany, Scandinavia, Australia, Singapore and New Zealand, have opened up new fields in Japan, Italy, France and South America.

Artists, Deals Help

Gould based his 'Market from Strength' slogan on the strength of the group's artist roster together with a first class team of recording managers and engineers backed by ultra modern studios and efficient design, marketing and promotion departments. In addition to Philips-Fontana contract artists considerable chart success has been achieved via astute production deals with some of Britain's foremost independents such as Immediate Records, which gave them Chris Farlowe and "Out Of Time;" Chris Blackwell's Island Records who gave them Spencer Davis which brought Philips its first major hit of 1966 with "Keep On Running" followed by a string of successes culminating in "Gimme Some Lovin'." From Page One Records the group scored international bullseyes with The Troggs "Wild Thing," "With A Girl Like You" and "I Can't Control Myself." Gould reports that four different recordings held the No. 1 slot for nine out of the first sixteen weeks of the year and in one remarkable week claimed the top five positions.

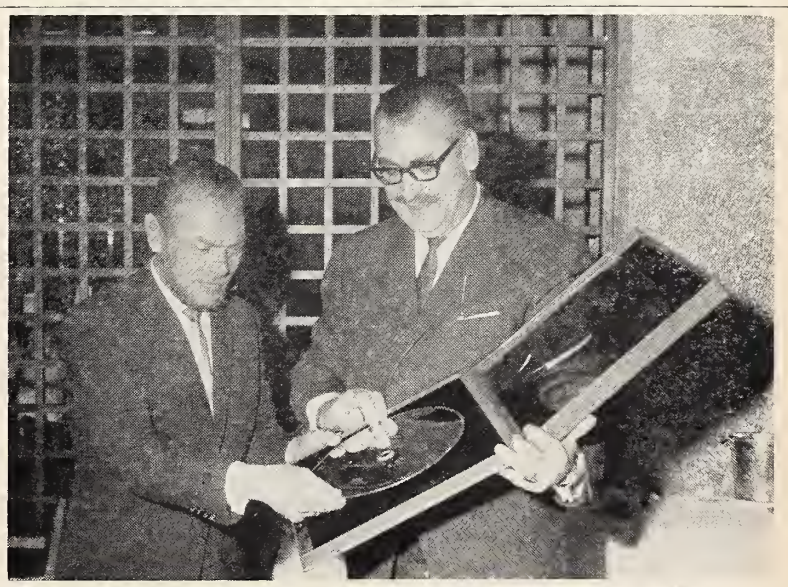
This was only the beginning of a year which was to give the group such hits as The Walker Brothers "The Sun Ain't Gonna Shine" and "My Ship Is Coming In;" Dusty Springfield scored an international hit with "You Don't Have To Say You Love Me;" Wayne Fontana's backing group The Mindbenders had a transatlantic smash with "A Groovy Kind Of Love" and Dave Dee, Dozy, Beaky, Mick and Tich shot into the limelight with "Hold Tight" and "Bend It" (a No. 1 in Germany). Many of the group's artists enjoyed considerable overseas success including Wayne Fontana, Manfred Mann, Spencer Davis, Dusty Springfield and The Troggs. American artists who have brought chart success to the group in 1966 include The Four Seasons "Lets Hang On;" Roger Miller "England Swings;" Joan Baez "Farewell Angelina;" Bob Lind "Elusive Butterfly" and Bobby Hebb "Sunny," etc.

And Then 'Winchester'

One of the group's most resounding international hits of the year came in December when out of the blue The New Vaudeville Band with "Winchester Cathedral" shot into the charts of the United Kingdom, Australia and New Zealand and hit the No. 1 slot in America where it sold over a million copies and became one of the most multi covered recordings in record history, thus setting the ecclesiastical seal on the Philips-Fontana year.

New GM At Discos Univ.

Hans Schrade is the name of the new general manager of Discos Universales, S.A. the Mexican record company owned by Philips Records. Schrade arrived from Germany, where he was general manager of Philips Records of Hamburg.



BERT'S 'SWINGIN' SALES:—Bert Kaempfert's "Swinging Safari" LP has now sold over 300,000 copies around the world, excluding the U.S. To mark the occasion, a delegation from his recording company, Polydor Germany, headed by the director Helmut Haertel, Kurt Kinkele and Heinz Voigt, shown with Kaempfert, flew to Palma de Majorca where Kaempfert has a summer home to present him with a golden disk. The ceremony took place in the island's luxury hotel Bahia Palace. Sales of "Swinging Safari" are now well on the way to the half million mark. Kaempfert, the composer, this year had his biggest ever international success via "Strangers In The Night" and as an artist with "Bye Bye Blues."

BELGIUM

The Francis Day music publishing house currently occupies a prominent position on the hit parade. We would like to mention in particular such toppers as "Lara's Theme" of which practically all versions are rising to the top. Initially, the version sung by **John Williams** on Polydor made quite a showing, but afterwards different labels produced just as many musical versions. Certainly a persistent bestseller. This can be also said especially of the strongest running number of recent months: "Dommage, Dommage" by **Ingelbert Humperdinck**. This charming singer from London was a member of the team which represented Britain in Knokke, a Belgian seaside resort, at this year's European Song Contest, which by the way the British won.

Other Decca trumps in the current hit parade are: "Chérie" by **Eddy Wally**; "Changes," **Crispian St. Peters**; "Dans Jij De Hele Nacht Met Mij," by the Dutch charm-songstress **Karin Kent**; "Mama" by **Dave Berry**; the most recent **Stones** hit "Mama Have You Seen," and finally "Jongen Van Achttien" by the **Unnamed Songstress.**

Vogue's press department did a splendid job on the occasion of **Antoine's** visit to Belgium. A certain number is climbing slowly—but surely—"Dear Mrs. Applebee" by Dave **Garrick** on Kapp Records. The different radio stations are giving this number much play. Faster is the rise of the **Kinks** with their number "Dandy." Both these titles will undoubtedly in a not too-distant future show up near the top of the Flemish hit parades.

RCA-Inelco has registered record sales of **Jim Reeves'** disks following his death. Surely to hold a prominent place on the next list of bestsellers is "Spinout" by **Elvis Presley. Eddie Fisher's** "Games That Lovers Play" we also expect to do exceptionally well.

SA Gramophone obtained a special radio promotion for the "Sunny" version by **Cher** on Liberty.. "Sunny" could well turn out to be a second "Strangers In The Night," not perhaps as far as sales of this recording are concerned, but by the length of its success. "Sunny" is now on the repertoire of any self-respecting beat or other orchestra. LP's by **Edith Piaf** and **Charles Trenet** still remain bestsellers in their category for this firm. Awaited now is the next **Beatles** hit song though currently "Yellow Submarine" still resounds in our ears.

On the Olympia label, young **Philippe** has just done his second single with two strong titles: "Cher Mr. Bach," an original song by **Michet te Lelong** and "C'est Dur D'avoir 15 Ans." the French version of a recent number one song in Holland "Ik Ben Gelukkig Zonder Jou" (I'm Happy Without You). A few days ago Hans P. **Kusters**, public relations of Primavera Music Publishers, went to the RCA studio in Paris to assist **Sylvie Vartan** with her first record in Dutch, "Ballade Voor Een Glimlach" and "Het Is Voorbij." The record will be released early in December after a scheduled TV-appearance in Holland for **Ralph Inbar's** fanclub.

Sweden's Best Sellers

This Week	Last Week	Weeks On Chart	
1	1	6	*Consolation (Hep Stars/Olga) Hep House AB, Sweden
2	2	5	*Vid Din Sida (Sven Ingvars/Svensk-American) Seven Brothers Music Inc./Edition Odeon, Sweden
3	5	2	Good Vibrations (Beach Boys/Capitol) Sweden Music AB, Sweden
4	3	4	Marble Breaks And Iron Bends (Dee Jays/Hep House) Sweden Music AB, Sweden
5	4	9	I Natt Jag Drömde (Last Night I Had A Strangest Dream) (Hep Stars/Olga) Musikförlaget Essex AB, Sweden
6	7	3	I Can't Control Myself (Troggs/Fontana) Sonora Musikforlags AB, Sweden
7	—	1	No Milk Today (Herman's Hermits/Columbia) Ehrling & Löfvenholm AB, Sweden
8	—	1	Slit Och Släng (Lucky Lips) (Siw Malmkvist/Metronome) Belinda (Scandinavia) AB, Sweden
9	9	5	Stop! Stop! Stop! (Hollies/Parlophone) Sonora Musikförlags AB, Sweden
10	6	6	Sunny (Cher/Liberty) Sweden Music AB, Sweden

*Local copyright

Denmark's LP Best Sellers

This Month	Last Month	
1	2	The Sound Of Music (Soundtrack/RCA Victor)
2	1	Revolver (Beatles/Parlophone)
3	—	*Julegaven (Poul Bundgaard-Golden Girls/Tono)
4	—	*Julens Sange I Kirke Og Hjem (Soloists & Choir under Mogens Wöldike/Philips)
5	—	Big Hits (High Tide And Green Grass) (Rolling Stones/Decca)
6	—	Distant Drums (Jim Reeves/RCA Victor)
7	—	*Glade Jul, Dijlige Jul (Otto Svendsen-Girls Choir/Tono)
8	—	Sunshine Superman (Donovan/Epic)
9	—	*The Mills Brothers In Tivoli (Dot)
10	—	*Dyrene I Hakkebakkeskoven (Susse Wold-Hass Christensen/Polydor)

LOW-PRICE LP BEST SELLERS: DENMARK

This Month	Last Month	
1	—	*Dejlige Jul (Niels Møller-Girls Choir/Tono)
2	—	Songs Of The Golden West (Tex Ritter/Regal)
2	—	The Sound Of Music (Maureen Hartley-Shirley Shapman, etc./Regal)
3	—	*Glade Jul (Otto Svendsen-Bror Kalles, etc./Tono)
4	—	*Susse Og Peters Jul (Susse Wold-Peter Sørensen/Tono)
5	—	Messias (London Philharmonic Orchestra & Choir/Saga)

*Local Product

The Best in Benelux . . . . Bens

GERMANY

It seems impossible that it took so long but **Bert Kaempfert** finally picked up his first golden LP for sales exceeding one million dollars on the "A Swinging Safari" long-playing album. **Bert** already has 3 golden records. His first one came as the producer of the **Freddy Quinn** million seller "The Guitar And The Sea" in Germany. His second came as the producer of the million hit "Morgen" from IVO ROBIC which also became a stateside hit. His third gold disc came from the million selling "Wonderland At Night" which was his first world hit as an artist. His 18 LP's are best sellers all over the world, and from royalty figures it is obvious that the popular **Mr. Kaempfert** has long-deserved several golden LP's for his albums. Well, the first one has been awarded and the flood following the first storm should result in a stack of gold for **Bert "Fips" Kaempfert**, one of the nicest and most talented guys in the business.

Electrola announces that **Adamo**, the **Sounds Incorporated, Cliff Bennet and the Rebel Rousers, Gerry and the Pacemakers, Billy J. Kramer** and the **Four Most** are all set with visits to Germany in the near future. Teldec's artist **Georg Solti**, the famous conductor, is set for concerts in Frankfurt and Munich on Dec. 12 and 13th. **Heinz Gietz** is raving about the new Electrola waxing by the **Lords** of "Have A Drink On Me" that he produced.

Philips stars **Abi & Esther Ofarim** awarded the 100,000th guest at their concert tour a TV set. The award was made in Cologne. The group continues to set records both concert-wise and album saleswise.

That's it for this week in Germany.

GERMANY—BEST SELLERS OVER THE PAST 8 WEEKS

(Courtesy "Music")

This Week	Last Week	Weeks On Chart	
1	1	3	*Fine Handvoll Reiss (A Hand Full Of Rice)—Freddy—Polydor—Edition Esplanade
2	4	6	Bend It—Dave Dee, Dozy, Beaky, Mick & Tich—Star Club—Minerva Music/R. Von Der Dovenmuhle
3	2	6	Little Man—Sonny & Cher—Atlantic—Edition Intro/P. Meisel
4	7	6	I Can't Control Myself—The Troggs—Hansa—Rolf Bude Music
5	3	6	*Dunja Du—Ronny—Telefunken—Idee Music
6	8	3	Have You Seen Your Mother Baby, Standing In The Shadow—The Rolling Stones—Decca—Hans Gerig Music
7	—	1	*Du Allein (You Alone)—Franz Beckenbauer—Polydor—Radio Music Int.
8	5	6	*Sag Mir Wie (Tell Me How)—Udo Juergens—Vogue—Montana Music/H. R. Beierlein
9	—	1	*Moderne Romanzen (Modern Romances)—Peter Alexander—Ariola—Hans Gerig Music
10	9	3	Sunshine Superman—Donovan—Epic—Peer Music/T. Seeger

GERMANY—JUKE BOX-RADIO-SALES FAVORITES

(Courtesy "Automatenmarkt")

This Week	Last Week	Weeks On Chart	
1	1	5	Bend It—Dave Dee, Dozy, Beaky, Mick & Tich—Star Club—Minerva Music/R. Von Der Dovenmuhle
2	2	5	*Dumme Sterben Niemals Aus (Some People Never Learn)—Manuela—Telefunken—Edition Intro/P. Meisel
3	3	5	*Wenn Du Einsam Bist (When You Are Lonely)—Ronny—Telefunken—Edition Marbot
4	4	9	Yellow Submarine—The Beatles—Odeon—Rolf Budde Music
5	5	5	*Sag Mir Wie (Tell Me How)—Udo Juergens—Vogue—Montana Music/H. R. Beierlein
6	6	5	Little Man—Sonny & Cher—Atlantic—Edition Intro/P. Meisel
7	7	9	*Meine Reise Ist Zu Ende (My Journey Is Over)—Connie Francis—MGM—Francon—Schneider
8	8	2	I Can't Control Myself—The Troggs—Hansa—Rolf Budde Music
9	9	2	*Dunja Du—Ronny—Telefunken—Idee Music
10	10	5	So Wunderbar, Verliebt Zu Sein (So Wonderful To Be In Love)—Petula Clark—Vogue—Edition Belmont

*Original German Copyright

FRANCE

Musicians strike begins its fourth month with the end still not in sight. It's the main reason for lack of releases before Christmas. Producers send only their very top artists to record in foreign countries.

At Chappell, **Michèle Torr** has just recorded through Mercury French treatment of "Mame." This song at the same time is released in France via the **Herb Alpert** recording through EMI. **Tino Rossi** recorded "Il Faut Croire," the French version of the **Seeker's** hit ("Walk With Me"). Two Chappell copyrights on the new **Jacqueline Dulac's** EP: "Lorsqu'on Est Heureus" and "Il Pleut Sur Les Amandes." Barclay just released in France the new **Percy Sledge** hit "It Tears Me Up."

President announces the **Spotniks** are now back on its label. The **Spotniks** are expected soon in Paris for several radio and TV performances.

Amour publishing is very excited over the great international success of "Solenzara," one of the last **Enrico Macias'** hits. Italy, Japan, Argentina and Brazil are already sub-publishing the song.

Sylvie is back in town from Hamburg, where she did an important TV performance. Connie Smith just released a French EP. Titles are: "Pas Souvent," "Le Jour Et La Nuit," "J'imaginais L'Amour Autrement," "L'Amour N'excuse Pas." **Les Trois Menestrels** left Fontana records. Their next record will be cut by RCA.

British folk singer **Donovan** was feted at a press conference hosted by CBS during his recent visit to Paris for TV appearances to promote his latest single, "Mellow Yellow" and album, "Sunshine Superman."

Cash Box HOLLAND

Soon after Bovema's Stateside label launched its Immediate-catalog on this market, pop artists **Chris Earlowe** and **Twice as Much** visited this country to do TV-guest appearances.

Bovema' label chief for pop singles, **Roel Kruize** reported that synchronized with the actual high spots on the US Hit Parade for **Neil Diamond** and the **Chicago-Loop** group the company released their latest single hits "I Got A Feeling" and "She Comes To Me." A special rush-release on the Stateside label these days is **Ronnie Dove**'s version of the early Johnny Ray bigtimer "Cry."

Rien Heeremans of Bovema told CB that after ample discussions with HMV's top-comedian **Toon Hermans**, Bovema is ready to reissue **Hermans**' first One Man Show of 1958 upon continued and increasing requests of retailers. Highlights of the show, originally recorded on three 10" LP's, will now be united on one 12" album in an entirely new presentation. With his '58-show, **Hermans** became the Dutch pioneer of postwar-one man show business.

Parlophone expects to find ready Christmas sales for its new **Hollies** album "For Certain Because." This also applies for "A Beatles Collection of Oldies" containing such **Beatles** classics as "Yesterday," "A Hard Day's Night," "Help," "Michelle" and "Yellow Submarine."

Talking about current singles-hot sales, **Roel Kruize** could commercially confirm the strong positions on the national hit parade of the **Beach Boys** ("Good Vibrations"), the **Hollies** ("Stop, Stop, Stop") and **Herman's Hermits** ("No Milk Today").

Bovema's Columbia label rushed out **Peter & Gordon**'s latest potential chartrider "Night In Rusty Armor," thus tieing in with the artists' recent plugging of this number on Dutch TV.

The world famous, 25-year old guitarist **John Williams** was in Holland on Dec. 8 and 9. Besides two recitals in Amsterdam and The Hague, Mr. Williams made a tele-recording for local NTS cultural program, entitled "New Style." AVRO radio made a recording of one of his recitals. So far, CBS released 3 Albums by **John Williams**. Recent CBS additions to the popular LP field include an album by **John Handy** (recorded live at the Monterey Jazz Festival) as well as an album by **Henry "Red" Allen** entitled "Feelin' Good." The New **Christy Minstrels**' "New Kick," an album by **Ray Price** entitled "Another Bridge To Burn," **Marty Robbins**' "The Drifter" and **Pete Seeger**'s latest LP "Dangerous Songs."

Success here in Holland for a new German record. There are several Dutch renditions of "Mr. Cannibal" but the one that's hitting the jackpot is the original on Deutsche Vogue by **Andy Fisher**. Negram's managing director **Robert Oeges** is very happy with this breakthrough and hopes that other new German disks will go the same way—for instance "Komplimente" by **Pat Simon**, "Sag Mir Wie" by **Udo Jürgens** (a sleeper hit) and "Kein Feuer Kan Brennen So Heiss" by **Jupp Schmitz**, already a bestseller in the south. Other Deutsche Vogue bestsellers include "Little Drummer Boy" by the **Harry Simeone Chorale** (a Kapp original), "White Christmas" by **Pat Boone** (a Dot original) and **Jackie Edwards**' rendition of the same song.

Hans Kellerman, managing director of Negram-Delta, is quite enthusiastic about the first long playing album by the **Tee Set**, Holland's most talked about group at the moment. Earlier they scored with "Early In The Morning" and "Believe What I Say," but the LP is the best they ever made. Produced by manager **Theo Kuppens** (who also wrote "Don't You Leave"), this album is up to international standard—and even more. "Someday Child" by the **Motions** and "Sorry She's Mine" by the **Sandy Coast** are two more new local hits with extremely good chance for international sales.

A complete breakout single in Holland is the new one by the **Kinks**. Massive promotion, massive sales and an immediate entrance at 28 in the top 40 show the first signs of a massive hit. The Kinks are extremely popular in Holland in one line with Beatles and Stones.

Holland's Best Sellers

This Week	Last Week	
1	2	**No Milk Today** (Herman's Hermits/Columbia) (Connelly-Basart N.V./Amsterdam)
2	1	**Sammy** (Ramses Shaffy/Philips) (Basart/Amsterdam)
3	4	**Good Vibrations** (Beach Boys/Capitol) (Francis-Day-Melodia/ Amsterdam)
4	3	**Stop Stop Stop** (Hollies/Parlophone)
5	8	**Gimme Some Lovin'** (Spencer Davis Group/Fontana) (Essex-Basart/Amsterdam)
6	6	**Little Man** (Sonny and Cher/Atlantic) (Belinda/Amsterdam)
7	7	**If I Were A Carpenter** (Bobby Darin/Atlantic) (Trident-Melodia/ Amsterdam)
8	5	**Dandy** (Kinks/Pye, Clinton Ford/Pye, Herman's Hermits/Columbia) (Belinda/Amsterdam)
9	—	**Friday On My Mind** (Easy Beats/U.A.) (U.A. Music-Altona/ Amsterdam)
10	10	**Distant Drums** (Jim Reeves/RCA) (International Muziek Co./ Amsterdam)

Norway's Best Sellers

This Week	Last Week	Weeks On Chart	
1	1	3	**No Milk Today** (Herman's Hermits/Columbia) Reg Connelly, Musik-Forlag A/S, Denmark
2	2	11	**Little Man** (Sonny & Cher/Atlantic) Edition Odeon, Sweden
3	3	4	**Edelweiss** (Julie Andrews/RCA Victor) Thore Ehrling Musik AB, Sweden
4	9	4	***Huldreslåtten** (Ole Ellefsæter/Columbia) No publisher
5	6	2	**Vid Din Sida** (Sven Ingvars/Svensk-American) Seven Brothers Music Inc./Edition Odeon, Sweden
6	5	3	**Un Homme Ee Une Femme** (Soundtrack/United Artists) Sonet Music AB, Sweden
7	10	2	**Good Vibrations** (Beach Boys/Capitol) Sweden Music AB, Sweden
8	7	5	**Stop! Stop! Stop!** (Hollies/Parlophone) Sonora Musikförlags AB, Sweden
9	4	6	**I Can't Control Myself** (Troggs/Fontana) Sonora Musikförlags AB, Sweden
10	11	5	**I Natt Jag Drömde** (Last Night I Had A Strangest Dream) (Hep Stars/Olga) Musikförlaget Essex AB, Sweden

Cash Box SCANDINAVIA

DENMARK

A local oldie, "Der Er Lys I Lygten" (There's Light In The Candle), now in a 'modernized' recording by **Defenders** on Sonet here, has became a top-seller. Words are by **Axel Andreasen** and music by **Elith Worsing**. Wilhelm Hansen, Musik-Forlag is publisher and the sheet music is just out this week. Other sheet music from the same publisher includes "Lille Sommerfugl" (Little Sumer Bird) by the same composer, with lyrics by **Axel Andreasen** and **Ludvig Brandstrup**. It has been recorded here by the **Malihini Quintet** at RCA Victor. Francis, Day & Hunter Scandinavia A/S has released the sheet music of "Lady Godiva" by **Mike Leander** and **Chas. Mills**, and "High Time" by the same writer-composer. Reg Connelly, Musik-Forlag A/S is out with the sheet music to "Just An Old Fashioned Girl" with Danish lyrics ("En Gammeldags Millionær") by **Jesper Jensen** and "No Milk Today" by **Graham Gouldman**, now on the charts in Norway and Sweden.

"Træd An Ved Makronerne" looks like a big seller here, according to **Ove Wiisholm** of Nordisk Polyphon Akts. This week the record has reached the number two spot on the charts. It is a selection of songs, and the **Hitmakers** at Philips have done it as a satire over those thousand and one "modernizations" of oldies appearing everywhere these days. NPA has also completed a recording of the political musical "Bal I Den Borgerlige" (The Bourgeoisie Ball) by **Ernst Bruun Olsen** and **Finn Savery**. This musical, very satirical against all existing politcal parties, is what everybody is discussing here these days. Great interest from outside Denmark has been aroused. The recording of the new musical will be released by Philips.

The LP charts here show great sales of Christmas records. Titles as "Julegaven" (The Christmas Gift), "Julens Sange I Kirke Og Hjem" (Christmas Carols In Churches And Homes), "Dejlige Jul" (Merry Christmas), dominate the sales charts this month.

HNF (Hede Nielsens Fabriker A/S) has just rushed out "Spinout" with **Elvis Presley** on RCA Victor, "Tell Her I'm Not Home" with **Ike and Tina Turner** on Warner Bros., "In Our Time" with **Nancy Sinatra** on Reprise, "Suspicions" with **Sidekicks** on RCA Victor and "Somebody Help Me" with **Everly Brothers** on Warner Bros.

SWEDEN

Bens Music AB has taken over "Havah Nagilah" by **Idelsohn** for Scandinavia after next Jan. 1st, according to **Stig Anderson**, who also reports seven local recordings of "Strangers In The Night" (published by Sweden Music AB). The latter publishing house has also taken over the Scandinavian representation for Almo and Irving Music, while Jalynne Music, Cameo-Parkway Publishing and Kama Sutra Publishing will be represented here by United Artists Musikförlag AB, another of Anderson's publishing houses.

The Scandinavian Sonet group will have its own office during the MIDEM Song Festival at Cannes at the end of Jan. To Cannes for the occasion go **Arne Bendiksen** from Norway, **Harry Orvamaa** from Finland, **Karl-Emil Knudsen** from Denmark and **Gunnar Bergström** and **Dag Häggquist** from Sweden. At the same time—while all the top people of Sonet in Scandinavia are at Cannes—they will also arrange their annual Sonet Scandinavian meeting. Previous meetings have been held in Copenhagen, Helsinki, Oslo and Stockholm, and now, it will be done in southern France.

Latest release from Septima Records is an LP album titled "**Sonja Stjernquist** in Disneyland," including songs from famous **Walt Disney** films as "Pinnocchio," "Snow White," "Cinderella," etc.

Scan-Disc Recording Company AB has been in the market for five years, and celebrates with an LP album titled "Stjärnkarusellen" (The Star Carousel) with 14 of the best-selling songs recorded by various artists during the years.

Denmark's Best Sellers

This Week	Last Week	Weeks On Chart	
1	5	6	**En Tusindfryd I Min Hånd** (En Prästkrage I Min Hand) (Keld & Donkeys/HMV) Imudico A/S, Denmark
2	9	6	**Træd An Ved Makronerne** (Hitmakers/Philips) A selection of songs—no publisher
3	1	14	***Ved Landsbyens Gadekær** (Keld & Donkeys/HMV) Warny Music, Denmark
4	2	6	**Little Man** (Sonny & Cher/Atlantic) Imudico A/S, Denmark
5	—	1	***Der Er Lys I Lygten** (Defenders/Sonet) Wilhelm Hansen, Musik-Forlag, Denmark
6	10	2	**I Can't Control Myself** (Troggs/Fontana) Multitone A/S, Denmark
7	—	1	**Stop! Stop! Stop!** (Hollies/Parlophone) Multitone A/S, Denmark
8	—	1	**Sunny** (Cher/Liberty) Reg Connelly, Musik-Forlag A/S, Denmark
9	—	1	**Marianne** (Hooten Singers/Polar) Polar Music AB, Sweden
10	4	13	**Yellow Submarine** (Beatles/Parlophone) Multitone A/S, Denmark

Belgium's Best Sellers

Flemish

1 **Donnage Donnage** (Ingelbert Humperdinck/Decca/Francis Day)
2 **SM 24.730** (John Larry/Polydor/Passe Partout)
3 **Lara's Theme** (Several Versions/Francis Day)
4 **Little Man** (Sonny and Cher/Atco)
Chérie (Eddy Wally/Telstar/Moderny)
5 **El Bandido** (Will Tura/Palette/World)
I Can't Control Myself (The Troggs/Fontana)
6 **Guantanamera** (Several Versions/Digno Garcia—Palette/The Sandpipers/ Decca)
7 **Reach Out I'll Be There** (The 4 Tops/Tamla Motown)
Love Me, Please Love Me (Michel Polnareff/Palette/World)
8 **Ik Bewonder Jou** (John Lamers/Imperial/Primavera)
Les Bons Conseils (Jo Allen/Vogue/Vogue International)
9 **Dandy** (The Kinks/Vogue)
10 **Winchester Cathedral** (New Vaudeville Band/Fontana/World)

Cash Box AUSTRALIA

Johnny Young, the current idol of the Australian pop scene and compere of the weekly national Go!! show on television, collapsed during the video-taping of the show this week and has been ordered to rest. Johnny's pal **Dennis Smith**, who is also assistant producer of the TV series, stepped in and finished the show. At the moment, **Johnny Young** is the hottest local disc-attraction in the country with a single, "Step Back," an EP, "Let It Be Me," and an album, "Young Johnny," all doing top-notch business across the record sales counters.

In an interesting move, we have been advised that Aztec Services Pty. Ltd (Kenn Brodziak), Stadiums Pty. Ltd (**Dick Lean, Jr.**) and Pan Pacific Promotions Pty. Ltd (**Harry M. Miller**) will join forces to present The Big Show in Jan. which will feature **Roy Orbison**, the **Walker Brothers**, and the **Yardbirds**. Local boy **Johnny Young** will also star alongside the overseas acts. The combining of these three companies is interesting in view of the fact that in the past Aztec and Stadiums have operated together (Stadiums controlled the biggest capacity venues for these shows throughout Australia) and Pan Pacific have run their shows independently using, in many cases, smaller capacity auditoriums when Stadiums buildings were "unavailable." The announcement stressed that the merger would apply only to teenage-slanted shows and would not affect the business of the three companies in other fields. **Kenn Brodziak** said, "We are planning to present four high-quality teenage shows each year featuring the very top stars from England, America and Australia." The Jan. show will play Sydney, Adelaide, Melbourne and Brisbane.

Australian Record Company are out with a new release of imported stereo tapes. Labels represented include Reprise, Epic, United Artists, Warner Bros, Kapp, Musicor, and Musictape. Price for the average tape is (retail) $7.50, as against $5.25 for the same thing on disc. There is a steadily increasing demand for top-quality, pre-recorded tapes in this country, so ARC should do well with this range.

Local television singing personality **Bill McCormack** has recorded a new album for W&G Records. The set is entitled "Hymns Of All Churches," and the backing includes use of the mighty Wurlitzer organ. The album is in the W&G Blue label series retailing at $2.50.

Other new local product from W&G brings **Tony** with "I Found Her" and "All The Time." **Margy Bayes** has a new EP just on the market.

RCA Records of Australia recently held a press reception to announce the signing of an exclusive five-year contract with 18 year-old local girl **Gita Rivera**. She migrated to Australia some five years ago from Yugoslavia and has appeared in countless television shows. She also has a singing role in the Australian-produced film "They're A Weird Mob."

December albums from Australian Record Company include "Christmas With The Christies" by the New **Christy Minstrels**, "The Dean Martin Christmas Album," "Christmas Is . . . Percy Faith," "Don't Go To Strangers" by **Eydie Gorme**', and 4 UA soundtrack packages from the films "Lord Love A Duck," "Duel At Diablo," "Cast A Giant Shadow," and "The Russians Are Coming."

Southern Music have rushed out the sheet copy of "Ooh La La" recorded in England by **Normie Rowe**, the Australian boy who is presently in England. This particular record hasn't as yet been issued in England, but it is the No. 1 hit here. **Chris Vaughan-Smith** is delighted with the national response to the song. The record is released here on the Sunshine-International label and is distributed through Festival Records.

APRA Music Foundation, which is administered by APRA (the Australian equal to ASCAP and BMI) has been reconstituted to promote, encourage, and assist by financial and other means the composition of music and lyrics in all forms by Australian writers. This is an admirable move, and it is hoped that the greatest encouragement is given in the area which entertains most people —namely, the current pop idiom. In the past, there has been some feeling that grants have been made to creators of music that is serious pop and is not generally in the mass appeal area of pop music as we know it today.

New locally-recorded singles issued through the Astor group include a trio called **Grandma's Tonic** with "Hi, Hi Hazel" and the **18th Century Quartet** with "Am I A Lover." Astor reports that one of their hottets singles from overseas sources is the Pye master featuring **Clinton Ford** with "Why Don't Women Like Me?"

Australia's Best Sellers

1 Ooh La La (Normie Rowe—Sunshine) Southern Music.
2 *Let It Be Me (E.P.) (Johnny Young—Clarion) Various Publishers.
3 Winchester Cathedral (New Vaudeville Band—Philips) Southern Music.
4 Good Vibrations (The Beach Boys—Capitol) J. Albert & Son.
5 No Milk Today (Herman's Hermits—Columbia) Reg Connelly Music.
6 *Spicks And Specks (The Bee Gees—Spin) Belinda Music.
7 Friday On My Mind (The Easybeats—Parlophone) J. Albert & Son.
8 *Sorry (The Easybeats—Parlophone) J. Albert & Son.
9 *Ever Lovin' Man (The Loved Ones—W & G) Woomera Music.
10 *The Loved One (The Loved Ones—W & G) Woomera Music.
10 *Skye Boat Song (Glen Ingram—Clarion)
*Indicates locally produced record.

Mexico's Best Sellers

1 Guantanamera—Digno García (London)—Sandpipers (Tizoc)—Enríque Guzmán (CBS)—Manolo Muñoz (Musart)—Libertad Lamarque (RCA)
2 Brasilia—Tony Mottola (Gamma)—Herb Alpert (Tizoc)—Los Aragón (Musart)—Chuck Anderson (CBS)
3 El Botones—Sonora Santanera (CBS)
4 Strangers In The Night (Extraños En La Noche)—Frank Sinatra (Reprise)—Marco Antonio Muñiz (RCA)—Alberto Vázquez (Musart)—Archibald Y Tim (Tizoc)—Los Dominic (Polydor)—Perry Salinas (Capitol)—Irma Dorantes (Orfeon)—Los Aragón (Musart)—Hnas. Aguila (Orfeon)—Los Picolinos (CBS)—Chuck Anderson (CBS)—Orquesta Tampico (CBS)
5 Winchester Cathedral (La Catedral De Winchester)—John Smith (Gamma)—New Vaudeville Band (Philips)—Marco Lizama (Capitol)—The New Happiness (CBS)—Los Rockin Devils (Orfeon)—Los Aragón (Musart)
6 The Devil In Your Heart (El Diablo En Tu Corazón)—The Beatles (Capitol)—Los Americans (Orfeon)
7 Inocentadas—Sonia López (CBS)
8 De Colores—Estudiantina De Guanajuato (Musart)—Estudiantina De Aguascalientes (Peerless).
9 I Wish You Love (Te Deseo Amor)—The Bachelors (London)—Marco Antonio Zázquez (Peerless).
10 El Baile Del Hanky Panky—Tommy James (Gamma)—Los Hitters (Orfeon)—Miguel Angel (Musart)—Los Hanky Pankys (Cisne)—The Venturers (Liberty)—Los Monjes (CBS)—Luis Arcaraz (Musart)

Cash Box ARGENTINA

Several strong releases are out this week from CBS. Added to the anxiously-awaited album with the soundtrack of Claude Leluch's film "Un Homme Et Une Femme" is another LP with a selection of Mexican music by artists **Cuco Sanchez, Javier Solis, Maria de Lourdes** and Los Panchos, an album by local teen singer **Ronnie Montalban** and LP's by Nancy Ames, the Village Stompers and **Ray Conniff**. It is well worth mentioning that the LP releases by this diskery during the past weeks have been extremely strong, including the "Julio Sosa Memorial Album" and another LP by Italian lark **Ornella Vanoni**.

Phonogram is outing a new Polydor deck with a selection of German and International artists singing in German. Cast includes **Freddy, Connie Francis, Sacha Distel, Peter Alexander**. In the singles field, the newies are "Quiero Ser Luz" by **Los Tucu Tucu**, "Sunny" by **Bobby Hebb**, an EP with the soundtrack music of "Giulietta Degli Spiriti" (the Fellini film), and "Adios En Diciembre" cut by **Cesar Isella**.

RCA is happy about the success of "Funeral Do Labrador," the **Chico Buarque de Holanda** Brazilian song cut by local artists **Barbara & Dick**. The single is currently RCA's top-selling record and is climbing the charts. The diskery is also releasing the album recorded by **Juan Ramon** in Rome (in Italian and Spanish) plus adding new volumes to its "The Best of . . ." series being sold at promotional prices.

Odeon's Press Department reports another long-awaited series: the label's "Colección Musical" records with LP's by artists **Al Jolson, Frank Sinatra, Duke Ellington** and local stars **Atahualpa Yupanqui, Ramona Galarza**. The label is also out this month with a new LP by **Requinto Gonzales** with the tunes "Strangers In The Night," "Green Moon," "Negrita"—all with instrumental treatment.

Fermata's big news this week is the release of the second album by **Sacha Distel** "Remembering Hits." Originally it was recorded by **Prosadis** in France. There is also a new album by the **Baja Marimba Band** under the A&M banner. The Publishing Division reports that "A Banda," the **Chico Buarque de Holanda** smash from Brazil, seems to be a strong oncoming hit here. Apart from the original version by the author (which will be released by Fermata), there is a version cut by **Las Cuatro Voces** for CBS and another recording on Odeon.

Disc Jockey reports strong sales on **Eddie Barclay**'s version of "Un Homme Et Une Femme," already commented on in this column. The diskery is now working on **Mireille Mathieu**'s first LP. On the local side comes **Bingo Reyna**'s first album, a star with strong appeal to the teen market.

Mario Kaminsky of Microfon is working on an intensive campaign for tango singer **Nestor Fabian** for 1967. The first album recorded by **Fabian** for this diskery has been very well received here, and there are hopes of strong sales abroad. At the same time, the label has another strong item in **Atilio Stampone**'s new album, "The Sound Of Buenos Aires."

Argentina's Best Sellers

This Week	Last Week	
1	1	Un Homme Et Une Femme (United Artists) Soundtrack (United Artists Eddie Barclay (Disc Jockey); Frank Pourcel (Odeon)
2	3	Strangers In The Night (Fermata) Frank Sinatra (Reprise); Jose Feliciano, Living Brass, Vicky (RCA); Bert Kaempfert, Elio Roca, Los Claudios (Polydor); Luis Dimas, Marito Gonzalez (Music Hall) Andre (Philips); Bud Shank (Trova); Dalida, Lucio Milena (Disc Jockey)
3	2	Yellow Submarine (Northern-Fermata) The Beatles, Los Shakers (Odeon Pops); The VIP's (Ala-Nicky); Ronnie Montalban, Los In (CBS) The Knacks (Philips); Los Claudios (Polydor); Johnny Allon (Microfon)
4	10	Tutta La Gente (Ricordi) Ornella Vanoni (CBS)
5	5	Merci Cherie (Relay) Frank Pourcel (Odeon); Caravelli (CBS); Violeta Rivas (RCA)
6	4	Sin Fe (Korn)/Usted (Edami) Jose Feliciano (RCA); Rosamel Araya (Disc Jockey)
7	13	Bang Bang Sheila (Philips); Eddie Barclay, Dalida (Disc Jockey)
8	7	How Does That Grab You, Darling? Nancy Sinatra (Reprise)
9	9	*El Equipo De Jose Carlos Argentino (Ala-Nicky)
10	—	Funeral Del Labrador Barbara & Dick (RCA)
11	—	Winchester Cathedral The New Happiness (CBS)
12	8	Les Cornichons (Fermata) Erasmo Carlos (Fermata)
13	6	*Siempre Te Recordare (Korn) Yaco Monti (Odeon Pops); Los Nocturnos (Music Hall)
14	—	*Amor Deseperado (Korn) Yaco Monti (Odeon Pops)
15	11	Lara's Theme (Neumann) Soundtrack (MGM); Roger Williams (Kapp); Lucio Milena, Michael Monot (Disc Jockey); Ray Conniff (CBS); Bud Shank (Trova); Al Korvin (Prodisa)
16	12	*La Cautiva Jorge Cafrune (CBS)
17	14	*La Secretaria (Melograf) Cuarteto Imperial (CBS)
18	—	Vuelo 502 (Melograf) Cinco del Ritmo (Microfon)
19	—	La Banda Borracha (Korn) Los Wawanco (Odeon Pops); Tito Alberti (Music Hall); Niko Estrada (Disc Jockey); Henry Nelson (CBS)
20	19	El Conductor (Korn) Los Wawanco (Odeon Pops); Cinco del Ritmo (Microfon); Los Caucanos (Music Hall); Henry Nelson (CBS)

*Local copyright

French EP TOP TEN

1 L'Heure De La Sortie (Sheila) Philips; Carrère-Breton
2 Céline (Hugues Aufray) Barclay; Salvet-Pigalle
3 En Bandoulière (Adamo) Voix de son maitre; Pathé Marconi
4 Noir C'est Noir (Johnny Hallyday) Philips; Barclay
5 Les Playboys (Jacques Dutronc) Vogue; Alfa
6 Sous Quelle Etoile Suis-je Né (Michel Polnareff) AZ; SEMI
7 La Chanson De Lara (Les compagnons de la chanson) CBS; France Mélodie
8 Petit Homme (Dalida) Barclay
9 Qu'elle Est Belle (Mireille Mathieu) Barclay
10 Love Me Please Love Me (Michel Polnareff) AZ; SEMI

AUSTRALIA (Continued)

EMI has launched the Deram label in Australia with the Cat Stevens' hit single from England, "I Love My Dog." They are also out with the new Sandy Posey release "Single Girl" which should prove a successful follow-up to "Born A Woman."

CANADA

Paul Clark reports good dealer reaction to the debut outing of the **Paupers** on Verve-Folkways. Group was a sensation in the "Toronto Sound" live show a while back. Action side at this writing would appear to be "Copper Penny." Quite a bit of air play has been noted in southern Ontario on another Verve-Folkways single: **Tim Hardin**'s "Hang On To A Dream."

Gerry Young from the London office in Winnipeg indicates that western action on "Bend It" by **Dave Dee** and "Behind The Door" by **Cher** has been very promising. "Wheel Of Hurt" by **Marg Whiting** has been getting the lion's share of air play and sales in western Canada, while the **Mantovani** version of "Games That Lovers Play" has been getting some considerable air play. LP's are very hot this week out of Winnipeg's London office. "Winchester Cathederal" by the **New Vaudeville Band** is shaping up to be as big a seller as the single. The new **Stones** LP is a monster—customers dig the live presentation.

Al Mair at Apex reports his outfit has just concluded Canadian rights to the Big Wheel Label. First release from the deal will be an item by the **Falcons**, "Standing On Guard."

Gordon Lightfoot made a real impression with his recent guest shot on the most controversial network TV'er in the whole country, the CBC's (CORRECT) "Sunday." He did "Spin Spin"—great! His new UA single may be held up until after the Christmas rush of novelties.

Gaiety Records of Hollywood plan on stirring up some action with a pair of new singles. "Private Investigator" by **Donnie (Dean) Hinson** could pull in some considerable coin via the novelty route. It runs together a good many of the most familiar lines from currently running TV commercials. "My Love Stood By Me" by **Duncan and Fife** could make some chart noise for the Hollywood-based company.

"Communications Breakdown" by **Roy Orbison** should have the good singer back on all the charts very soon. "Hello Hello" by the **Sopwith Camel** on Kama Sutra is doing very well in Canada's midwest. Another Quality distributed item that is shaping up in the mid-continent area would appear to be "Talk Talk" by the **Music Machine**. It's on Reo and is well underway chartwise at this writing. Interesting to note that the Boxer hit chart will be among the first in Canada to put the new **Monkees**' single, "I'm A Believer" into the top spot. By the way sales on the **Ben E. King** single will be pushed in the right direction by the artist's PA at Montreal's Esquire as of Dec. 12. He'll be in town for one week.

Keep an eye open for a new Bi-Weekly newspaper, based in Montreal, and to be billed as "Frag." It will spotlight record acts and records. Any individual or group interested in publicity in the new publication should send pictures, bios, and new record releases to the paper at Room 770, 2015 Drummond Street, Montreal, Quebec. Canadian talent will be shown a degree of preference in the allotment of space, but groups and acts from all countries are more than welcome to make use of the facilities of the new paper. First sheet appears Dec. 15th.

Two of the hottest LP sets over at London these days, says **John Toews**, are items by **Brian Hyland** and **Dusty Springfield**. The public should devour both, packed as they are with past and current hit singles by the respective artists.

Hal Ross, Phonodisc sales topper in Toronto, has a flock of great LP's that are sure to brighten up the Christmas season around the firm's branches. **Roger Williams** and **Jack Jones** have new sets, and there are several good items from Audio Fidelity as well. "Love's Gone Bad" by **Chris Clark** is making inroads in several important Canadian centres and is shaping up through heavy air exposure on CKLG, Vancouver.

Dennis Corrie sends word from Calgary's CFAC that **Roy Orbison** and the **Newbeats**, together with the **Webs** did the best one-niter business in the Oil City for many a moon, drawing 5800 paying customers.

MEXICO

Hans Schrade has taken over as general manager at Discos Universales, S.A. (owned by Philips records). **Mr. Schrade** has been in the record industry since 1929 and, before coming to México, he was the general manger of Philips Records in Hamburg.

Orfeon records opened a new recording studio ("B") designed by **William Putnam** of Universal Audio. This studio has capacity for 15 microphones and will use Ampex and AG recording tapes.

CBS released a new long play with **Enríque Guzmán** titled "Happy And Sentimental" in which he sings to the accompaniment of **Chuck Anderson** and **Morty Manning** songs like "Our World," "The Shadow Of Your Smile," "Baby I'm Sorry," "Guantanamera," and one of his own titled "Tan Cerca" ("So Close").

Celia Cruz, one of the most popular Cuban singers ever heard, arrived in México from New York to perform at the "Quid" night club and TV appearances.

From Bogotá, Colombia, came Mexican rock and roll group **Los Cuatro Crickets** after a month and a half tour in that country where they did night club, radio and TV stints and cut an LP.

Alberto Vázquez cut at Musart the themes "Ven Amorcito Ven" and "Rumbo Al Sol." This was before leaving for Central América where he will perform in several countries. Later, he'll fly to Miami to participate in the Festival of Latin American Song.

La Fuente night club announces that fabulous American singer **Sarah Vaughn** will open Feb. 3rd. Currently performing in La Fuente are the **Nicholas Brothers** and Italian singer **Nella Colombo**.

Capitol Records has released "The Golden Album," a concentration of some of the all-time best sellers of that company: **Nat "King" Cole** with "Nature Boy," **Les Baxter** with "Poor People Of Paris," **Nelson Riddle** with "Lisbon Antigua," Les **Paul and Mary Ford** with "How High The Moon," etc.

Musart Records introduced its new singing discovery **Acapulco Gonzalez**, via an extended play with his own songs: "Frijoles Con Chile," "Guacamole," "Hanky Panky De Acapulco" and "Millones Y Millones."

JAPAN

Looking through new single releases during Dec., the following are especially noteworthy. In the folk field: "Walk With Me"/"We Are Moving On" by the **Seekers** on **Odeon**,, "Chilly Winds"/"Portland Town" and "Road To Freedom"/"The New Frontier" by the **Kingston Trio** on Capitol, "Sometime Lovin' "/"The Other Side Of This Life" by **Peter, Paul & Mary** on Warner Bros., "I Can Make It With You"/"To Be Myself"" by **Jackie deShannon** on Liberty. Among pops: "Cherish"/"Don't Blame The Rain" by the **Association** on London, "Go Ahead And Cry"/"Things Did'nt Go Your Way" by **Righteous Brothers** on Verve, "Sunshine Superman"/"The Trip" by **Donovan** on Epic, "Turn Down Day"/"Big Little Woman" by the **Crycle** on CBS, "The Dangling Conversation"/"The Big Bright Green Pleasure Machine" by **Simon & Garfunkel**, "In The Arms Of Love"/"The Many Faces Of Love" by **Andy Williams** on CBS.

Among Nippon Grammophon's first consignments for the New Year are the popular singles "The Out Crowd"/"Uncle With Beard" by **Sam the Sham & Pharaohs** and "Rain On The Loose"/"Pan" by the **Lovin' Spoonful.**

From Toshiba Records, a new LP "All About Yuzo Kayama Vol. 2" is scheduled for release Jan. 5.

The much-awaited **Peter, Paul** & Mary performance here has been decided. They arrive here at the end of the year for a fortnight, and they will perform in Tokyo, Kyoto, Osaka, and Kobe. Halls filled to over-flowing are expected.

Japan's Best Sellers

ALBUMS

This Week	Last Week	
1	2	**Andy Williams Deluxe**—Andy Williams (CBS)
2	4	**All About Alfred House**—Alfred House (Polydor)
3	3	**Best Of Peter, Paul & Mary**— Peter, Paul & Mary (Warner Bros.)
4	1	**Revolver**—The Beatles (Odeon)
4	—	**Brothers Four Deluxe Album**—The Brothers Four (CBS)

LOCAL

This Week	Last Week	
1	1	**Yozora-O Aoi De**—Yuzo Kayama (Toshiba)
2	2	**Yume Wa Yoru Hiraku**—Mari Sono (Polydor)
3	4	**Konya Wa Odoroh**—Ichiro Araki (Victor)
4	6	**Kirisame No Hodoh**—Yuzo Kayama (Toshiba)
5	3	**Zesshoh**—Kazuo Funaki (Columbia)
6	7	**Gin No Namida**—Akira Fuse (King)
7	8	**Yume Wa Yoru Hiraku**—Ako Midorikawa (Crown)
8	5	**Muhyo**—Yukio Hashi (Victor)
9	9	**Kizudarake No Tenshi**—Teruhiko Saigo (Crown)
10	—	**Kobore-Bana**—Yujiro Ishihara (Teichiku)

INTERNATIONAL

This Week	Last Week	
1	1	**Yuhi Ga Naiteiru** (Sad Sunset)—The Spiders (Philips) Publisher /Shinko
2	2	**Gone The Rainbow**—Peter, Paul & Mary (Warner Bros.) Sub-Publisher/Shinko
3	3	**Kono Tenohira-Ni Aio**—The Savages (Philips) Publisher/Shinko
4	6	**Bus Stop**—The Hollies (Odeon) Sub-Publisher/Friend-Ship
5	4	**Django**—Sound Track (Seven Seas) Sub-Publisher/—
6	7	**Oltrela 'Notte**—Sound Track (Fontana) Sub-Publisher/Suisei-Sha
7	5	**Del Per Qualche Dollaro In Piu**—Sound Track (RCA Victor) Sub-Publisher/Taiyo
8	14	**Omoide No Nagisa**—The Wild Ones (Capitol) Publisher/ Watanabe
9	10	**Last Train To Clarksville**—The Monkees (RCA Victor) Sub-Publisher/—
10	12	**In My Room**—Walker Brothers (Philips) Sub-Publisher/EMP
11	8	**You Don't Have To Say You Love Me**—Dusty Springfield (Philips) Sub-Publisher/Seven Seas
12	9	**Licenced To Kill**—Sound Track (Seven Seas) Sub-Publisher/—
13	11	**Aoi Nagisa**—The Blue Comets (CBS Publisher/Watanabe
14	—	**Chiisana Koibito**—Little Patie (Odeon) Publisher/Watanabe
15	13	**Itsumademo, Itsumademo**—The Savages (Philips Publisher/TOP

PUSHING THE PRODUCT—Atlantic's Nesuhi Ertegun (right) was recently in Japan setting up promo on past and future label product with Nippon Victor and Cosdel Inc., the later of which is represented in this photo by Ken Cole. The Darin LP is Atlantic's latest release in Japan.

Cash Box Editorial

Closer To Spring

Next week **Cash Box** will publish its annual Year-End Review issue, which will include a summation of what has happened to the coin industry during the year and what could happen in 1967.

Perhaps it is too early for a final count; years, like yeast, seem blown up at first, but eventually they settle and solidify. But some conclusions can be drawn.

Sales for this year are what they should be; there have been no great booms, but there have been no great recessions. The news of the year centers around ideas; new machines or innovations on familiar equipment.

It seems certain now that the operator, as a trade figure, is being scored on the basis of who merchandises and doesn't, who will merchandise or won't. The coin-operated phonograph now includes virtually all features possible or necessary to sell itself, short of a mechanical arm that would extend from the cabinet and drag patrons over or magnets that would draw coins out of trousers and pocketbooks.

The audio-visual, despite a rough start, seems to be the next big item in an industry that has been seeking new equipment. There have been innovations in pin-games and pooltables and the operator has turned more and more to dry vending.

Many industry figures believe that the industry has barely begun to come into its own; others hold that nothing will ever compare with the Great Days of the Thirties. These two camps, one pushing, the other pulling, will eventually determine the future of the trade.

Of course, the competition for locations and the various agonies and anecdotes about getting them are different from city to city. And there are some pastoral routes which present the ideal Jukebox Scene—people dancing while the counterman serves up the hash and coffee. There is something, after all, rather winning about a jukebox on a highway late at night, complete with lipstick quarters and humming waitresses.

But it is also evident that with the fierce contests for locations in the great cities new locations will have to be found. This means (1) a new machine or (2) a breaking of old taboos, many of them self-imposed. The "class location" is the big rock candy mountain of the trade, longed-for but supposedly untouchable. It is not untouchable, and the industry is, this year, closer to it.

There have never been phonographs before that were so flexible and versatile; they have been designed that way and the wise operator can make the most of them. The MOA has never been so strong before—anyone who attended the October convention can attest to that.

Be it bubbling or willy-nilly, the industry is growing up to new ideas and a better idea of what it is and what it can be. This is good, but it is also essential. Since it is winter now, with ice and snow, an analogy can be drawn —the familiar one about the warm water beneath the ice. Eventually it wins and breaks free. The coin machine industry, with this year, is a little closer to spring.

Cash Box **PROFILE ON:**

James Tolisano: Fast Answers and Concentration

James F. Tolisano, as he is formally known, was elected president of the Music Operators of America at their October convention. Jim Tolisano, as he is becoming known, has been in the business as an operator for thirty years, believes that the industry "has barely scratched the surface in potential", owns West Coast Music in Clearwater, Florida, which he opened in 1963 after a long career in Connecticut. While there he served for eight years as president of the Music Operators of Massachusetts. In this interview, conducted by phone between New York and Clearwater, Tolisano gave his opinions on industry problems and MOA tactics and techniques for the coming year.

JAMES TOLISANO
"They can afford it."

Q. Every MOA president has gone on speaking tours of the state associations or been 'on call' to speak. How do you feel about that; does packing and unpacking get you down?

A. Well, I haven't really done too much traveling this year. I do expect after the first of next year to make several stops in states that haven't fully organized their associations yet or may be having difficulties with the ones they have—you know, they may be in the doldrums. I'm prepared to travel anywhere that I can be of help. There's no question that a local group is important to the operator; I don't see how he can get by without one. Especially with the adverse legislation that comes up against the industry.

Q. When you go to a state association that's having trouble, let's say, do you offer any specific suggestions? Is there a list of cures?

A. Well, I like to talk on the grass roots level. I'm still an operator, I still go out in the field, I still live with the everyday problems of an operator. I simply talk as one of them when I address a meeting; hit them on their own level. I do believe I had a little success at the Virginia meeting a few weeks ago.

Q. When you talk to a local bunch do you concentrate on local problems or the national scene?

A. Actually, they're one and the same. I was president of an association in Connecticut for eight years before I moved to Florida, and the troubles in Connecticut are the same as Florida, Alabama, Illinois or any state you care to name. But if you can bring certain points home and wake some of these fellows up then you can lick or at least control the problems you have. Like here in Florida, to give you an example . . . about three years ago the state legislature actually passed a law for an additional three and a half per cent sales tax on gross income in each coin-operated machine. Let's take the operator who nets a hundred thousand dollars a year—it doesn't take you very long to figure out that this means an additional tax of seventeen hundred dollars. And the operators had no warning of this law.

Q. They weren't told about it until it was done?

A. We were not informed because we had no spokesman. This was the thing that brought about the formation of the state association. The law was protested by individual operators and it isn't really in effect anymore; we're working to get it revised. But it was a case of two or three fellows doing most of the work. It's improved now with the state association we have, and when you realize that in the three years the group has been alive that the hundred thousand dollar operator has saved himself five thousand dollars in taxes, then you see how important an association is.

Q. What do you think is the reason, or some of the reasons, that a local group loses steam and finds itself disorganized?

A. Lack of leadership is one general reason. I think that it's vital for a local group to get somebody to head the group who is objective—in other words, a man who is not an operator. Because—again I'm speaking generally—when you have an operator as head of a local association, he's asked to spend a lot of time and some of his money and it just doesn't work too

(Continued on page 75)

Bally Chief O'Donnell Scores Patent Violations

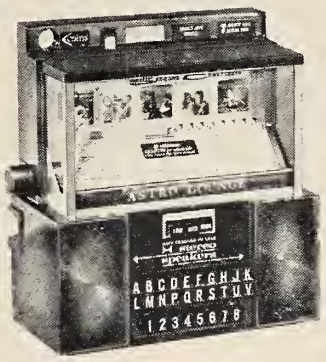
■ Releases Statement

BILL O'DONNELL

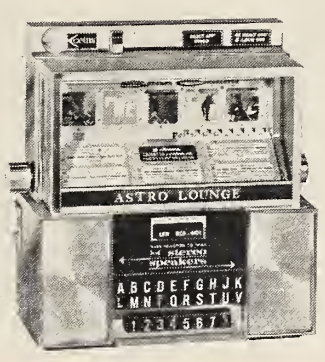
During a press conference this week on production plans for 1967, Bill O'Donnell, president of Bally Manufacturing Company, Chicago, revealed that a number of innovations in amusement technology are close to the tooling stage in the Bally engineering department.

"In view of the thousands and thousands of dollars," O'Donnell added, "which we have invested in the prolonged research and development which precedes new techniques, we intend to reserve Bally developments for Bally and Bally customers. Infringement of present and future patents will henceforth be promptly and vigorously attached with every legal remedy. We believe that the entire industry will benefit through the competitive inventive activity stimulated by proper protection of the rights of inventors." . . .

Seeburg Touts New Consolettes; Features 50¢ Acceptor, Audio Tap



MODEL SCH-3



MODEL SCH-1

CHICAGO—Seeburg has just supplemented its wallbox line with two new "Consolettes" with a variety of new features designed to "open new locations and profit opportunities for operators everywhere." Currently on the road visiting distributors to introduce the new additions are William F. Adair, president of The Seeburg Corporation and vice presidents Edward Claffey and William Prutting.

Adair said, "These new Consolettes feature a "tiny but total" new audio control. The guy and gal in the booth get music only after they drop in a dime, quarter or half dollar. And once they select their music, they get their money's worth and then the audio control shuts off the music in the Consolette, even though the phonograph itself keeps on playing. Only when the guy puts in another coin can he get music again. This Seeburg innovation is designed to get the operator increased income and it has proven it does," he noted.

Bill Prutting, a specialist in Consolette installations and sales said, "Lots of people used to deposit one dime and get music in a booth for as long as the phonograph played. During the busy hours or best night, this could mean three, four or five hours of music for a dime. Lots of times they didn't drop a coin and rode along on money spent earlier in the evening by another patron. Those days are gone forever. Now our half dollar Consolettes, with audio control, will automatically shut off. Four years ago, Seeburg Consolettes, with their built-in speakers, brought music to the individual booth to stimulate extra play. This was the first step to increase earnings of operators. Now the latest refinement makes extra profits possible and we urge operators to see a demonstration of the many features of the new equipment at their nearby showroom of their Seeburg distributor," Prutting said.

Claffey pointed out that the new Consolettes accept dimes, quarters and half dollars. "While there haven't been too many halves around lately,

(Continued on page 75)

The A. T. E. Report From London:
See Pages 67, 68, 69 and 73

Says Go-Go Still Going

Shockey & Royal Hot On Wurlitzer

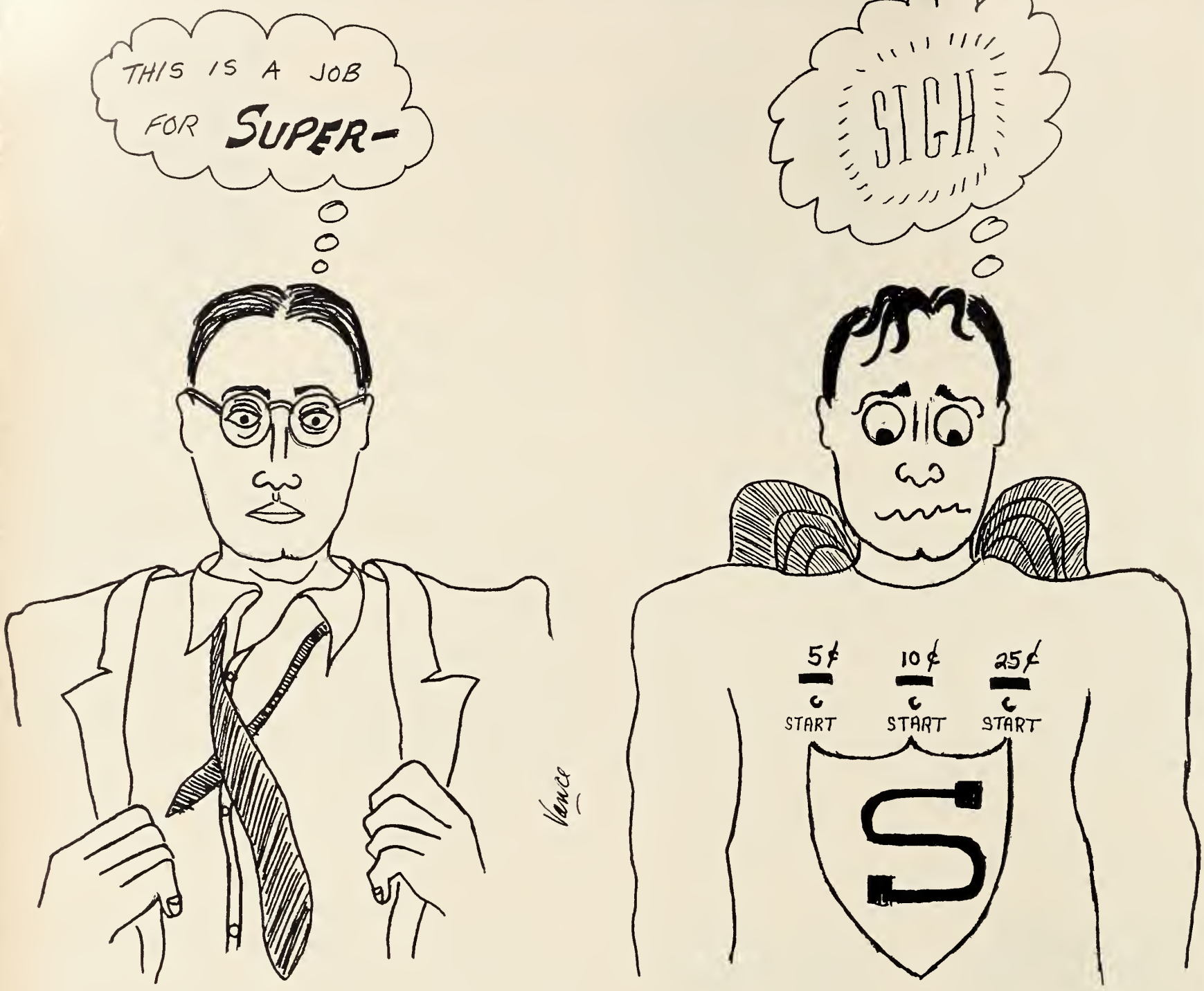
CINCINNATI—"Sell what's needed, where it's needed, and be able to deliver and service the product." This is the credo of O. Clinton Shockey, General Manager of Royal Distributing, Inc. of Cincinnati and Columbus, Ohio.

Clint, who now shares the load of management with Joe Westerhaus, theque success in the Cincinnati area. was the impetus behind the Disco-This big sound, boom beat, supposed "fad" is still going strong in that geographical segment of the Eastern Seaboard, says Clint, no matter what has, or is happening elsewhere. A case in point is the Terrace Hilton Hotel in Cincinnati where the Wurlitzer Phonograph, auxiliary speakers and "Go-Go Girl" Lu Ann Annis still hold forth to capacity crowds after over a year of operation. "If this is a fad, the business needs more of them!," said Shockey.

"I'm a believer in good advertising and promotion at all times. All Royal's trucks are always kept clean, painted and identified. These traveling billboards may be seen at most areas of Royal's territory day and night. . . . . and whether a customer walks into the mission, in Cincinnati, or visits Royal in Columbus, he will see all the service personnel in clean uniforms. At the M.O.A. Show, all our sales personnel from both offices wore brand new blazers with the Wurlitzer crest emblazoned on the breast pocket.

Sales of the Wurlitzer "Americana" phonograph, introduced at M.O.A. are really fantastic, according to Shockey.

The "Royal" crew at the Cincinnati office of Royal Distributing, Inc. Front row, left to right: Jerry Grotjan, Jack Pierce, Karen Coleman, Maxine Meale, Lois Porter, Shirley Pate, Clint Shockey, Jim Wall. Middle row: Joe Kenney, Sr., Jim Widener, Jack Schultz, Jim Wells, Sam Davis, Alan Fryer, Connie Stiens, Bill Strassell, Val Churchill. Back Row: Bob Riesenbeck, Jack Silvernell, Elza Wood, Buster Keith, Al Morris, Chick Hoeper, Thornton Stitt, Danny Underwood, Dick Gindele, Mac Ryder.



It's A Job For Cash Box

Seems everything is coin-operated these days. That's one reason why your advertising message in the 1966 **Cash Box** Year-End Review—next week's issue—will pay off for you.

And there are other good reasons—the Year End Review is a **selling** issue for new and used equipment; it sums up what happened in 1966 and offers opinions on what will happen in 1967; it's a book to keep for the whole year—and it's a special product of **Cash Box**—The Trade's First Choice. **Deadline** for all copy is **Thursday**, December 15th. See you next week.

CALL YOUR CASH BOX OFFICE FOR DETAILS

NEW YORK
ED ADLUM
1780 BROADWAY
PHONE: JU-6-2640

CHICAGO
LEE BROOKS
29 E. MADISON ST.
PHONE: FI-6-7272

HOLLYWOOD
HARVEY GELLER
6290 SUNSET BLVD.
PHONE: HO-5-2129

Cash Box in London: Highlights of the 23rd A.T.E. Show

)NDON—For the second time this ·ar coinmen from all over the world ıthered in London to attend an .nusement Trades Exhibition, and .e occasion was a unique one. Nor-ally an annual event this is the rst time the A.T.E. has been held wice in the one year and that only ame about because of a change in enue.

Up until 1965 this exhibition was ıeld each January but, because of omplaints that the previous hall in Victoria, London, was too small and ecause some sections of the Trade thought that it would be better to hold it earlier, the time and place was changed. The A.T.E. had to be held last January, as usual, in order to obtain the new site, Alexandra Palace, but it was also decided to change the month in which it was to be held to November. And so there were two exhibitions this year but the next one is not scheduled until November 1967.

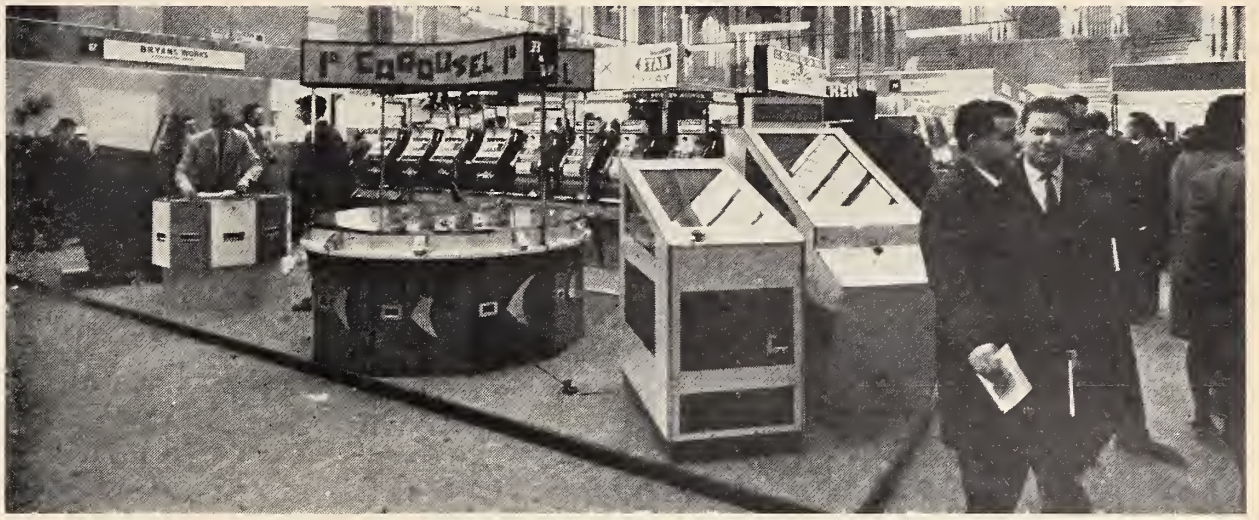
However, there is still some feeling being expressed that the ideal timing for the function has not yet been found and no doubt there will be considerable canvassing between now and next November to see what the general consensus of opinion is.

At first glance the 23rd annual exhibition, held on December 27th thru 29th, seemed to offer a vast quantity of new ideas and equipment but on closer inspection much of what was on offer was something old that had been modernised a little more. In fact, the working of some of the electronically operated machines (which most of them are becoming) is so complex for the layman that it is becoming extremely difficult to explain in simple language.

However, as was the case last January, there was no doubt that the main emphasis lay on machines which are suitable for arcade siting. That is to say the multi slot type of equipment which can be operated by inserting one penny or threepenny piece and where the pay-out cannot be more than 12 or 4 coins in return. This is because the club market is being gradually absorbed and it is becoming increasingly difficult to find attractive sites—even more so as a result of taxes amounting up to £75 ($210) which must be paid for a licence for each machine on such a site.

In fact, there were over 20 versions of what is known in the British Trade as the 'pusher-type' of penny play machine. The principle behind this is that the player inserts a penny and attempts to build up a pile of coins on the play field until such a time that a rotating or sliding arm pushes a quantity of the coins off the playfield and down a win-chute back to the player.

In all there were 95 exhibitors showing and there was enough equipment on view, apart from that which can only be used on the British market, to appeal to a number of overseas visitors. There are two main importers of equipment from the United States into Britain and they are Phonographic Equipment (Distributors) Ltd. who have close associations with Bally, Seeburg and Williams; and Ruffler and Walker Ltd. who associate with Rock-Ola, Jennings, Keeney Games and Gottlieb.



A general view of the convention floor in the Alexandra Palace.

In this instance Phonographic joined forces with Mayfield Electronics Ltd. who specialise in jumbo size multi-slot race games in which up to 100 players can take part and between them they had the largest stand measuring 76 ft. by 30 ft. It was reckoned that the glittering display exhibited by these two companies alone, was valued at no less than 450,000 dollars which gives some idea of the value of the other 94 stands. Phonographic showed the latest Bally fruit machine, Sir Prize, which has been developed especially for the British market. There are two versions—one playing by either a sixpenny coin or a check with 2-10 pay-outs, while the second has two games for the coin and one game for a check with 2-20 pay-outs. Both have the progressive jackpot feature which means that when a jackpot is won the next ten or so plays are more or less certain to produce further pay-outs. These machines also have the hold and draw features and pay-outs are by hopper. The new Bally electric upright was also in evidence. Called Extra Stout, it gives one game for sixpence or one for a check and has hold and draw as well as skill stops. There is also a progressive jackpot. The latest from Sega, the 1d play Windsor, was also introduced on this stand, a feature being the very fast action. Phonographic also showed all the latest flippers from Williams as well as the most up to date Seeburg phonographs. Among other games the Sega basketball found favour with visitors.

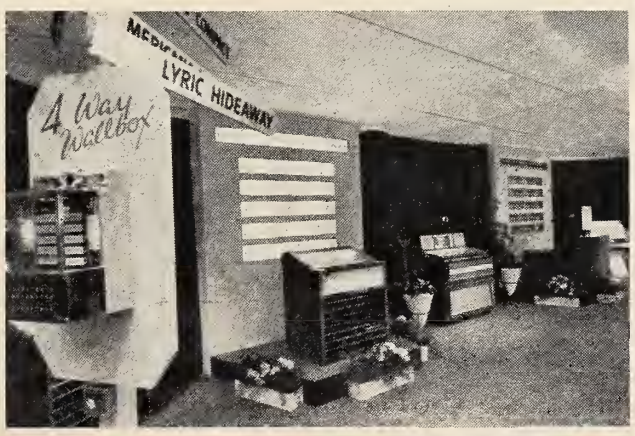
Geoff Grange, director of Mar-Matic Sales, Ltd., poses with the Keeney "Challenger" Unit. With machines at the ready, Mr. Grange looked ready to do business.

Ruffler and Walker had received all the 1967 Rock-Ola Juke boxes in time for the exhibition and they included the Imperial (160 selections); Grand Prix (160); Coronado (100); Concerto (100) a wall and hideaway unit. A striking picture of the S. S. Queen Mary was prominently displayed on the stand to remind visitors that Discotheque-orama was recently installed in this famous Cunard owned ship—the first major vessel to be so outfitted. R & W (as they are known throughout the British industry) are also main distributors for Sega fruit machines and they showed two versions of the new Ascot—one is on penny play and the other takes a threepenny coin or a special size check. From Games was shown the electric upright Find the Lady which uses a Rock-Ola type coin mechanism which will accept coins to the value of two shillings, one shilling and sixpennies. The Find the Lady feature means that when the player gets a win combination he can either take a regular pay-out or one of four feature buttons. The feature panel then lights to show what he has won and what he has missed. Among the flippers R & W demonstrated Gottlieb's Cross Town and Subway single players and Chicago's single player Kicker. They also showed Chicago's new super-scope rifle gallery in which the 3-D effect gives a realistic impression of distance.

In past exhibitions both British and foreign arcade owners have found great favour with a torpedo shoot type of machine whereby the player aims at a moving ship through a periscope and when a hit is made there is a terrific explosion suitably accompanied by flashing lights. R & W introduced another version of this type of game which looks like being equally popular. Called Night Bomber the player gets the impression of being in an aeroplane and he aims the bombs at targets which pass beneath him. He presses the bomb sight button and watches the bombs descend.

As well as the phonographs already mentioned Ditchburn Equipment Ltd. showed a full range of the Wurlitzer boxes for whom they are the distributors throughout the United Kingdom. These included the Americana, Lyric Manual, Lyric Hideaway, Lyric Compact and Lyric Console. Arbiter & Weston Automatics Ltd. are the British importers of equipment made by N.S.M. in Bingen, West Germany and showed the Festival and Letkiss boxes from that source while Symplay Ltd. the importers of music equipment from Wm. Harting & Co. of West Germany, demonstrated the M 100 series wall and console versions.

Having a laugh at the Ruffler & Walker stand are, L to R, Mr. Lucas Sr. & Jr. of Coast Town Amusements, Ltd., and Fred and Gordon Walker, directors.



The Ditchburn Equipment Ltd. stand featured the Wurlitzer "Lyric" 100-selection compact phono, first time to be seen in Britain.

Rowe-AMI were not represented at this exhibition because they recently had a meeting of British distributors in Geneva, Switzerland where they introduced their latest Music Merchant with 'Play Me' feature and the new 'Phonoview' music with films system. These will be presented to the British Trade at the Northern Coin Machine Trade Fair in Blackpool towards the end of January.

Sega were exhibiting on their own for the first time on the stand of Club Speciality Overseas Inc., the exclusive distributor of Sega Products for Great Britain, Africa, The Middle

(Continued on next page)

Cash Box in London: Highlights of the 23rd A.T.E. Show

East and other parts of the world. A complete range of fruit (poker-slot) and amusement machines were on view. A highlight of the stand was the Sega version of the Torpedo Shoot Periscope game which drew considerable crowds. Martin Bromley was present throughout the show.

The Australian fruit machine manufacturers were represented by Jubilee Products and Ainsworth Consolidated Industries (G.B.) Ltd. The former had an entirely new range available for this exhibition called the Riviera. There are four models including Tic-Tac-Toe, Casino Belle, Lucky 7 and Go 7-7-7. Ainsworth's new range is called Grosvenor and has been designed for the public house trade. They enjoy such names as Bunce Bunny, Top Score, Lucky Strike and Hi Dolly.

From Italy came the Tesi Amusement Machines of Florence who were unable to show their 1967 range of fruit machines because of the terrible flood damage which their city has suffered but they were able to show their Saturina range, one of which offers 47 winning combinations.

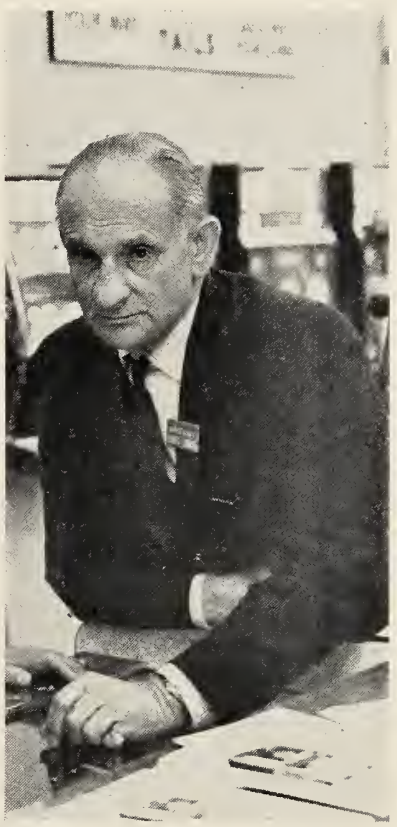
Geoff Grange, director of Mar-Matic Sales Ltd. (left) pictured with company engineer Geoff Byfield in front of their stand, where the Keeney "Gold Rush" public play machine was a highlight.

Bill O'Donnell (left), president of Bally Mfg. Co. and Sam Klein (right) of Bally, flank Cyril Shack, director of Phonographic Equipment Distributors Ltd., at the Phonographic exhibit where many Bally products were on display.

Mar-Matic Sales Ltd., who are the United Kingdom agents for all Jennings and Keeney equipment showed a number of new items from those companies. There were the Criss Cross console and Crackajack from Jennings and Keeney's Red Arrow and Challenger. The last-named supplied either on sixpenny play or in a version that will accept three different sizes of coin. The Challenger is mechanically and electronically operated and employs the hopper system of pay-out. Mar-Matics are now in a position to supply their Challenger machines to arcade owners in what they call the Add + A + Unit arrangement. Any number of units can be joined together to fit any particular pattern in an arcade. At this exhibition the Mar-Matic stand was divided into three separate sections. The Red Arrow Bar featured public house equipment; the centre piece showed machines for arcades while the third section was for club sites.

A number of British based companies are now either manufacturing their own brand of fruit machines or incorporating some clever ideas into existing material. For instance, there is the small Slough based company of Instone and Ashby Ltd. They have, in the past, received tremendous support throughout the British Trade for their Lucky Devil and Money Matador conversion kits which were the forerunners of the progressive jackpot idea. Their latest system is called The Speculator and when a 'select' symbol appears on the first reel the player can select any of the three reels for the next play by pressing a button. Should the feature symbol fall on the pay-line of the selected reel a bonus pay-out is received. Instone and Ashby can also supply a new machine for the club trade called Can-Can in which a bonus pay-out of 14 is made when a

(Continued on next page)



Mark Kraft of Kraft Automatics was pushing the Lucky Push "Heads and Tails" lo-player 30 slot 1d. Console at the show.

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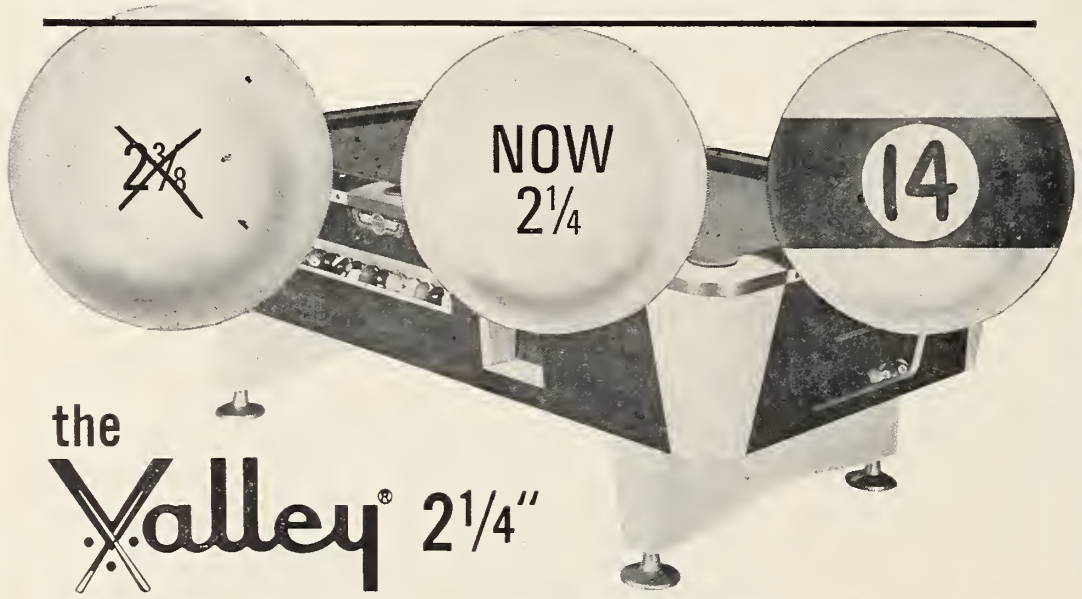

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Cash Box in London: Highlights of the 23rd A.T.E. Show

From Left to Right: T. Murphy, M.B.E. (ex-president of The Showmans Guild)—Bill Thompson (organiser of the first ever A.T.E. in the 1930's)—John Singleton (secretary and general manager of the A.T.E.) and regular visitor to the A.T.E. German arcade owner Lars K. Skriver.

a Can-Can girl symbol appears on the payline after the top box is lit.

Mills Bell-O-Matic Ltd. who are manufacturing in London, presented two new machines, The Merry Monarch on sixpenny or check play, but only pays out checks, and the Merrymaker penny play arcade version. The former has a new electronic coin detector installed to ensure separation of coinage while in the other model play appeal is increased by a number of mystery pay-outs.

Two new companies who specialise in the manufacture of electronic gaming machines made their debut at the Exhibition. E.G.M. from Grighouse, Yorkshire introduced two card games called Lady Luck and The Gambler. Lady Luck is based on playing a poker hand and as soon as the sixpenny coin is inserted the machine 'shuffles' two suits of cards and if the first card 'dealt' is either an ace or a king the player has an opportunity of pressing a button which gives him a win of two coins or he can take a gamble by pressing another button. Pay-outs are as high as 500 for a royal flush. The Gambler consists of four rows of four cards of each suit and when four cards of a line are lit the pay-outs are made. When four aces are lit there is an extra bonus feature.

A general view of the mammoth display stand occupied by Phonographic Equipment Ltd. at the show.

Lyngard Automatics of Cardiff, Wales received a good reception for their electric upright Lucky Lemons which has a progressive feature involving the lighting of baskets of lemons on the glass. When a jackpot is won the player automatically gets a credit of 10 plus 10 for every basket lit. The machine accepts sixpenny coins but no money or checks are paid out. Credits are shown on a counter on the machine as well as a counter behind the bar, where goods are given for the value of the final win. The remote control counter may be reset to zero but coin in and coin out counters within the machine remain untouched, so that the operator can check cash box contents. Special electronic refinements have been devised for Lucky Lemons which, the manufacturers say, make it entirely trouble free.

A French company, Etablissements Rally of Nice, took this opportunity to introduce their new clipper system called "Flip-Tronics" to the British trade. Their equipment is distributed throughout the United Kingdom by Philip Shefras (Sales) Ltd. of London. During play bleeps are issued from the cabinet as the various bumpers and kickers are struck by the ball and the result indeed lives up to the manufacturers claim that it is 'space age electronics built into your pingames giving ultra high speed scoring, supersonic responses and lightning action'. There are two versions, the four-player Rally Girl and the two player West Club. The scores are marked up on electronic tubes.

A spokesman for the A.T.E. said that from the organisers point of view the exhibition had been a great success. Attendance figures were slightly down on the January show but were far greater than any achieved at the old venue. As far as exhibitors are concerned it will, as usual, be several weeks before the results of the show can be estimated.

(Continued on page 73)

Art Weinand, president of Keeney of America left, and Maurice Sykes Chairman of Mar-Matic Sales Ltd. being welcomed to the A.T.E. by Cash Box European director, Neville Marten.

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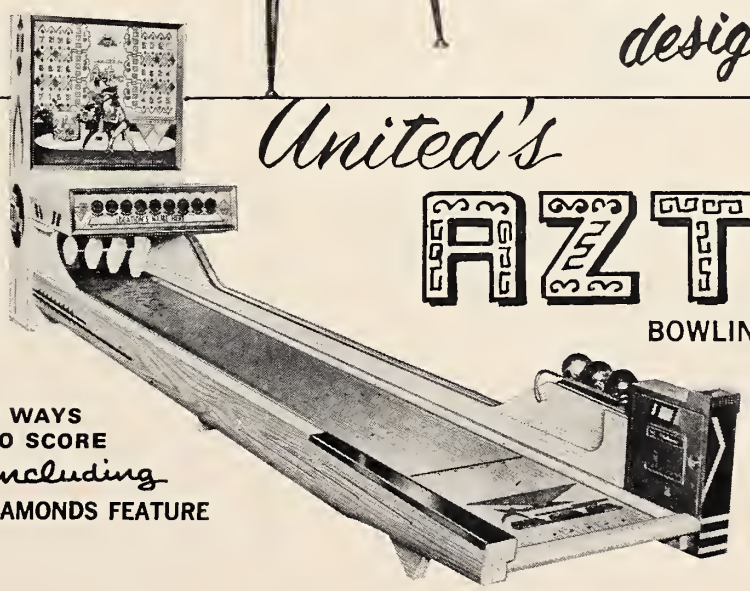

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1—United Sporky	295	Floor & Wall Models		Shoot The Clown	195
1—United Corrol	595	$125 Each		World's Fair	225
1—United Cheetoh	550	NEW EQUIPMENT		Williams Pitch 'N Bat	445
1—United Avolon	195	Gottlieb Crosstowns		Midwoy Little Leogue	425
3—United Bank Pool	195	Willioms Hot Lines		Chi-Coin Por Golf	195
4—Bally Super Shuffle	195	Gottlieb Subwoys		Chi-Coin Big Leogue	325
		Willioms Big Strikes		Willioms Mini Golf	195
		Midway Coptoin Kid Guns		Ployland Golf	195
		Chi-Coin Super Scope Rifles		Golf Chomp	175
				Midwoy Slugger	145
				Midway Top Hit	225

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4—16 FT. CLASSIC	125	195
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2—16 FT. HOLIDAY	125	195
1—16 FT. LUCKY	125	195
2—16 FT. TROPIC	125	195
1—16 FT. FIVE STAR	125	195
3—16 FT. SABRE	295	395
1—16 FT. TIP TOP	125	195
1—13 FT. FIVE STAR	125	195
1—13 FT. OASIS	650	745
1—13 FT. MATADOR	545	645
2—13 FT. GALLEON	575	675
1—16 FT. THUNDER	495	595
2—16 FT. FUTURA	395	495
1—16 FT. TORNADO	475	575
1—16 FT. CAPRI	300	395
1—16 FT. MATADOR	600	695
1—16 FT. POLARIS	525	625
1—17 FT. SUPERSONIC	575	675
1—16 FT. MAJESTIC	525	625
1—16 FT. ROYAL CROWN	200	295
2—13 FT. CADILLAC	425	525
1—13 FT. DUCHESS	125	195
1—14 FT. CHALLENGER	125	195
1— 9 FT. PAN AMERICAN	125	195

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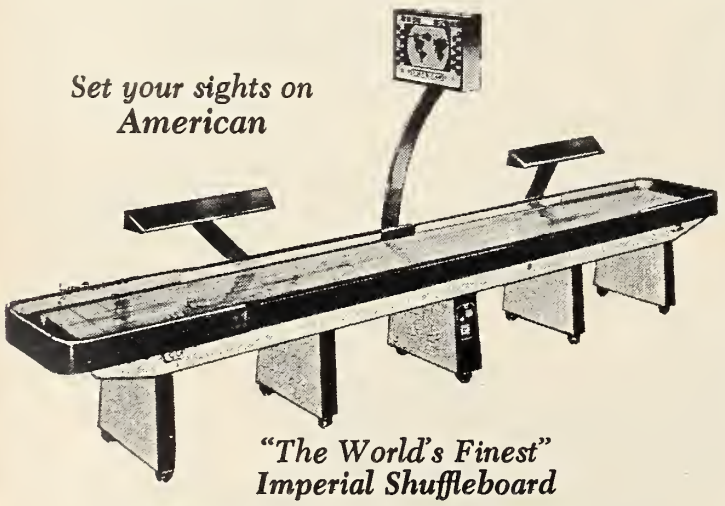

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Eastern Flashes

UPSTATERS IN THE THICK OF THE SEASON—Big John Bilotta got himself a fine Christmas present when RCA Victor recently signed pretty young Debbie Melli to a recording contract and released 'Forever Yours', one of Johnny's favorite tunes. He's been boasting about the youngster here, there and everywhere and is mighty glad the brass at Victor picked up on her talent. . . . Dynamic one-stopper Tom Tarantelli up in Syracuse is inviting all his music op customers to "Share Christmas with Tom" by offering them a freebee bottle of "cheer" in return for record purchases over $150.00 between Dec. 1st and 24th. There's only one to a customer so let's get to it. . . . Flower City's Joe Grillo and Eddie Tellier doing an exceptional job with Rock-Ola's 'Coronado' 100-selection compact phono with upstate ops. "You'd be surprised how many spots open up for an economically sized juke," says Joe, "and how many location owners are pleased with the Coronado's appearance and sound." . . . Good buddy Vic Conte movin' more than his share of United Billiards tables up Utica way, says the table's a real workhorse on locations and rakes in coins by the droves. . . . Tommy Greco, busy-busy-busy at Holiday time programming the route and shuttlin' out phonos and tables to op customers. The op-distrib looks forward to better than average cigarette collections during this season, especially along Thruway stops as the public motors off to visit the folks back home. . . . Lake George op Hank Knoblach gearing for season visitors to the vacation spot. Extra action picks up for Hank as the deer and bear hunters venture into his locations to talk about the one that got away.

WURLITZER—NEW ORLEANS WASTES NO TIME! A showing of a new model followed by a service school at a later date? NEVER! says Bob DuPuy, manager of the Wurlitzer branch in New Orleans. A special combination showing and service school was held at Delta Music Company of Thibodeaux, Louisiana, hosted by DuPuy and Delta owner Lester Freeman. Representatives from Houma and Morgan City, as well as the staff of Delta Music attended. Freeman's operation in Morgan City is named Twin City Music Company. W. E. Travis, service manager of the Wurlitzer branch explained the mechanism . . . electrical/electronic components, and general points about the Americana phonograph. In the interest of teaching all his service and sales personnel the important points of the phonographs, Freeman suspended all service for the entire day of November 21st, the day of the showing and school. That's real interest. In attendance were: Eline Loupe, Vicki Carlile, Thomas Sarris, Irma Sarris, Brenda Jarrell, Johnny Ordoynne, Rene Leonard, Charlie Bantam, Lester Freeman, W. C. Latham, Gary Freeman, J. T. Abrnes, John Freeman, Ray Jarrell, Myrtle Freeman, Dale Freeman, Ronnie Lapeyrouse, Danny Landry, Wanda Jarrell, Mrs. Rene Leonard and Rita Jarrell.

HERE AND THERE—Si Redd called down last week; says he's cooking up a terrific coin brew on the expanding route. Si's now headquartered in Hyannis. . . . Runyon's Lou Wolberg has his Music Merchant customers all decked out for the Holidays with the Rowe Christmas change-a-scene front panel. "The location owners love it," says Lou, "and it looks almost like a brand new phonograph when you change one panel for another. Rowe sure comes up with some terrific merchandising ideas," boasted the Tenth Ave. ace. . . . For ops looking to give themselves a Christmas present, many of our distributors are offering year end specials on used phonos and games. Look into them and you'll probably see something you want. Davis Dist. is displaying a fine lineup of bargains, likewise Cleveland Coin and Dave Stern. Call your local distrib and check him out. . . . Phillips juke box winners the Serendipity Singers will be displaying their unique talents on the Ed Sullivan Show Jan. 8th. Big band hitmaker Woodie Herman (Columbia) currently rockin' the joint out at Las Vegas' Tropicana. Good buddy Johnny Tillotson goin' on down to Nashville with Paul Tannen to make some more juke box coin grabbers. . . . ARA's System/500, which they call the food service of the future, will be unveiled for the press Dec. 13th thru 15th at the Capitol St. armory, in a mobile unit due to embark on a nationwide tour. The system combines the use of electronic ovens, a compact steam table and a bank of vending machines that reportedly will produce a gourmet meal minutes after the customer makes his selections.

Houston Happenings

H. A. Franz & Co. (Seeburg) started making deliveries on the "CaSaNoVa," Williams newest amusement game, early in December. Firm's president, **H. A. (Hoddy) Franz**, reported a sizable backlog of pre-delivery orders and remarked that current sales of the new machine were above average. . . . Gulf Coast Distributing Co., headed by **L. C. Butler** (Wurlitzer distributors with headquarters here and sales offices in San Antonio) were recently approved as factory representatives for the Coffee-Mat in States of Texas and Oklahoma. . . . **Sam E. Ayo**, hooked up with Bluebonnet Music and Cigarette Service, Inc. past two years, can boast over 25 years worthwhile continuous service in local coinmatics covering most every phase of the game. At recent meeting Sam remarked that a younger brother, **A. C. (Buster) Ayo**, another well known local coin machiner, was now in business at Victoria, Texas. . . . **Ben Baker** in process of enlarging and remodeling his Allied Record Service to handle increased business. Completed structure will cover over 7000 square feet of floor space. Ben said better than 90% of his business presently had to do with cartridge and reel to reel tape. . . . Veteran operator **Joe Baine**, head of long established Baine Amusement Co., of Beaumont, in city buying records and other stuff with which to earn a living.

Bradley (Brad) Pounds, office manager State Music Distributors, Inc., gave out that business was about on even keel at their firm. . . . On December eighth local operator **E. S. Dean** and charming wife **Fayrene** observed their Thirty-Second wedding Anniversary. Festivities included dining and dancing Friday night in company with fellow operator **Ted Harris** and wife **Effie** (who celebrated their 36th wedding anniversary last Oct. 29th). . . . All around operator **Ben J. Kelly**, owner Post Vendors, Inc., remarked that he was so busy of late that he could hardly enjoy new model showing parties like he used to and his wife seemed to think that was carrying things a bit too far. . . . Operator **L. R. Gardener**, owner Gardener Sales Corp., while apparently enjoying himself at a recent new model showing, hinted that role of guest rather than host had some mighty good points. . . . Most major retail record, home player and musical instrument dealers here expect this Holiday Season to be best ever for sale of their wares. . . . New telephone number for Cash Box Houston Happenings news items is: HU-48865. 'Phone in stuff about yourself, your family and your company so we can make this column a big one each week as it should be.

Chicago Chatter

Seeburg Sales Corp. President Bill Adair, and vice prexys Ed Claffey and Bill Prutting took to the road last week to sing the considerable praises of the new Seeburg Stereo Consolette, which is being formally introduced now. This, along with the "Stereo Showcase" phono and dollar bill acceptor, gives Seeburg a powerful profit trio in all of the coin markets of the world, according to Louis J. Nicastro, pres. of The Seeburg Corp. . . . All his friends in coin-biz were shocked to learn that Leo Lewis, manager of the Parts Dept. at World Wide Distribs, was seriously injured by a speeding car recently. We're happy to report that genial Leo is doing well at Highland Park Hospital, and is very appreciative for the many get well cards he received there. On a happier note, it was nice seeing Fred and Alice Skor and their friends at My Favorite Inn last weekend.

The highest accolades were heaped on young Bill O'Donnell (Junior), husky son of Bally Mfg. Prexy Bill O'Donnell and lovely Nikki O'Donnell. Bill, Jr. sparked the fine Loyola Academy Football team to a resounding victory over Chicago Vocational, Saturday, Dec. 3, for the area championship in Soldier's Field. Bill was the star quarterback for the varsity squad. Incidentally, young O'Donnell is headed for Notre Dame where Head Coach Ara Parseghian is rolling out the proverbial red carpet for him.

Rock-Ola Mfg. Corp's executive vice prexy Edward G. Doris is still on the west coast. He originally went there to cover the NAMA Western Conference show with adchief George Hincker. Dr. David R. Rockola is currently touring the European Continent. Erv Kaufman and his family are vacationing in sunny Puerto Rico. On hand in the plant are George, Hugh Gorman and Les Rieck . . . Mort Secore and Ross Scheer advised last week that Chicago Dynamic Industries has appointed Bird Music Co., in Manhattan, Kansas; and Culp Distribs, in Oklahoma City, Okla. to handle distribution in their territories of all Chicago Coin amusement games. Bird Music is headed by old friend A. L. (Lew) Ptacek. Popular coinvet Shorty Culp is the head man at Culp Distribs.

When we chatted with Frank Schroeder, sales chief at Fischer Mfg. Co., in Tipton, Mo., we were informed that he, Prexy Ewald Fischer and vice prez. Marve Mertes are still fighting the good fight for heavier production of Fischer pool tables. Sales are that good. . . . Genial Eddie Ginsburg is still doing handsprings with glee over the record breaking overflow attendance he and his gang enjoyed, Nov. 30, during an evening service school class featuring Rowe-AM's "Music Merchant" phono, along with the dollar bill acceptor and the "Phono-Vue" audio-visual adaptor. Co-hosts were vice prez. Sam (the man) Gersh, Joe Kline, Sam Kolber, Stan Levin, Bill Phillips and Chuck Harper. The class honors were handled by Rowe's Hank Hoevenaar and Atlas Music's Frank Bach and Ray Grier.

WOW!!! Canteen Corporation enjoyed a fantastic, record sales totaling $313,192,000 in 1966, compared to $284,621,000 in '65—more than a 19% increase! Genial President Patrick L. O'Malley gleefully declared, "for the third consecutive year Canteen has achieved record sales and earnings. Every indicator points to a continuation of this pace in 1967, and prospects for the years following appear excellent." . . . A new NAMA State Council of vending operators and suppliers was organized in Indianapolis, Nov. 18, as an affiliate of the national association, according to Tom Hungerford, NAMA's executive director. Richard D. Courtney, of Servomation of Indiana, in Muncie, was elected president. Indiana is the 19th state vending group to organize under NAMA's state council banner.

Among the Windy City greats who met recently with Ira Colitz and Ben Bentley to work out the details for the Barney Ross tribute in Ira's swank penthouse were Irv "KUP" Kupcinet, Judge (Federal) Abraham L. Marovitz, Jack Brickhouse, Herb Lyon, Comr. George W. Dunne, Tony Zale, Ezzard Charles, and many others. The affair was skedded for Dec. 12 in the Loop Theater. . . . Anthony L. Del Vecchio has joined Zenith Radio Corp. as sales manager of the government division, according to Donald C. Bright, director. . . . While Empire Distribs' Gil Kitt, Joe Robbins, Jack Burns, Bill Milner, et al are busily engaged in enjoying the best sales year in the company's 25 year history the firm is merrily rolling along with a sensational year-end sale of phonos, amusement games and vending machines.

"Iggy" Wolverton and Hank Ross, of Midway Mfg. Co., beamed gleefully when the Cash Box reporter inquired as to how well they did in sales of Midway amusement games in 1966. They asserted that it was by far the best year they've enjoyed. . . . Easily one of the busiest factories in Windy City is D. Gottlieb & Co., where the lovely "Dancing Lady" four-player is "wowing" the trade everywhere, according to Alvin Gottlieb. . . . Very well informed Mort Levinson, of National Coin, last week thanked Cash Box in behalf of the industry for the fine public relations stand of 1966 (and we bow low, Mort, and express deep gratitude, in behalf of everyone in the coin machine section!).

The tremendous pace in production and shipping continues at Williams Electronic Mfg. Corp., where Prexy Sam Stern, sales chief Buddy Lurie and Bill DeSelm explain that in 1966 they have delivered the most exciting and accepted lineup of amusement games in many years—and that goes for Williams as well as United games. . . . Old friend Hymie Zorinsky, prexy of H. Z. Vending & Sales, in Omaha, was a very busy man the weekend of Dec. 3 & 4, when the Nebraska Music Guild (Coin) held their annual meeting.

★ ★ ★

Milwaukee Mentions

After many years of deer-less hunting with the gang Mal Melcore decided to pass it up this season. As a result all the happy hunters returned loaded down with deer (and Mal is fit to be tied!). . . . On the other hand, Herb Tonnel, of Cigarette Service in Appleton went deer huntin', but had no luck. (We hear tell he cooked up a storm of goodies though). . . . Mel Evard recently moved his Evard Vending Co. into the larger new building in Green Bay. Empire Distribs' Bob Rondeau promised to send Cash Box some pix of the new Evard headquarters. . . . Mrs. Clair Burnet, whose husband is the veteran owner of Clair Burnet & Son, in Escanaba, is still bedded down in St. Vincent Hospital in Green Bay, and is reportedly progressing very well. . . . While Nate Victor and his family are basking and lolling during a well earned vacation the sales continue very good at S. L. London Music Co. Nate is expected back in his office on Dec. 12 (to a loaded desk!). . . . The big action this week at Pioneer Sales & Services, according to Joel Kleiman and Sam Cooper, is on the Rowe-AMI "Music Merchant" coin-operated phono and the dollar bill acceptor. The very popular "Phono-Vue" audio-visual adaptor is on display in the Pioneer showrooms. . . . All the buzzin' around in the showrooms at United, Inc. is due to the popularity of Wurlitzer phonos, American shuffleboard amusement games, Valley and U.S. Billiard tables, and Ditchburn vending machines and Universal candy machines. And, that makes the likes of prexy Harry Jacobs and vice prez Russ Townsend very happy. . . . Sam Hastings, of Hastings Distribs, tells us he and his sons Jack and Jim are closing out a very fine year.

JUKE BOX OPS' RECORD GUIDE

PICKS for PROGRAMMING

The following records, selected from the CASH BOX Top 100, represent tunes and performances which appear to be especially suitable to the juke box on location. Ops should check with their one-stops for availability.

BORN FREE
Roger Williams (Kapp 767)

98.6
Keith (Mercury 72639)

SNOOPY VS. THE RED BARON
Royal Guardsmen (Laurie 3366)

LET THE GOOD TIMES IN
Dean Martin (Reprise 538)

MELLOW YELLOW
Donovan (Epic 10098)

LADY GODIVA
Peter & Gordon (Capitol 5740)

THAT'S LIFE
Frank Sinatra (Reprise 531)

WHO AM I
Petula Clark (Warner Bros. 5863)

DANDY
Herman's Hermits (MGM 13603)

MAME
Herb Alpert (A & M 823)

TIME AFTER TIME
Chris Montez (A & M 822)

LOUIE, LOUIE
Sandpipers (A & M 819)

COMING HOME SOLDIER
Bobby Vinton (Epic 10090)

SUGAR TOWN
Nancy Sinatra (Reprise 527)

GAMES THAT LOVERS PLAY
Eddie Fisher (RCA 8956)

WISH YOU WERE HERE, BUDDY
Pat Boone (Dot 16833)

THE WHEEL OF HURT
Al Martino (Capitol 15741)

BANG BANG
Joe Cuba (Tico 475)

A DAY IN THE LIFE OF A FOOL
Jack Jones (Kapp 781)

GHOST RIDERS IN THE SKY
Baja Marimba Band (A & M 824)

WORDS OF LOVE
Mamas & Papos (Dunhill 4057)

EGGPLANT THAT ATE CHICAGO
Dr. West's Junk Band (Go-Go 100)

SPECIAL CHRISTMAS PICKS

THE FIRST CHRISTMAS CAROL
Mike Douglas (Epic 5-10089)

YOU'RE ALL I WANT FOR CHRISTMAS
Al Martino (Capitol 5311)

SLEEP IN HEAVENLY PEACE
Barbra Streisand (Columbia 443896)

SANTA LOOKED A LOT LIKE DADDY
Buck Owens (Capitol 5537)

THE FIRST WORD
Eddy Arnold (RCA 479027)

TO HECK WITH OLE SANTA CLAUS
Loretta Lynn (Decca 32043)

CHRISTMAS SPECIALS FOR THE MONTH OF DECEMBER

With the Purchase of any of the Merchandise listed in this ad, amounting to $1,000.00, or more, you will receive FREE a beautiful, portable Admiral Television set.

VENDING CIGARETTE		KIDDIE RIDES		GUNS & RIFLES		GUNS & RIFLES	
Corsair 20, 20 col.	$125	All Tech Chuck Wagon	$345	Bally Marksman	$175	Un. Sky Raider	$175
Nat'l 9M, 9 col.	95	All Tech Fire Engine	345	C.C. Champion Rifle	295	Genco Sky Gunner	175
Nat'l 9ML, low	110	All Tech Hi-Way Patrol	325	C.C. Long Range Rifle Gallery	350	Frantz U.S. Marshall	125
Nat'l 11ML, 11 col.	150	All Tech Indian Scout	450	C.C. Playland	295	Keeney Sportsman	165
Nat'l 113—13 col.	215	All Tech Satellite	375	C.C. Pony Express	275	Keeney Two Gun Fun	195
Nat'l 222—22 col.	325	All Tech Whirlybird	375	C.C. Riot Gun	345	Mid. Shooting Gallery	175
Rowe 20—7002—20 col.	175	Ex. Pony Express	325	C.C. Texas Ranger	495	Seeburg Bear Gun	185
CANDY		Bally Motorcycle	325				
Stoner 8 col. 160 cap.	150	Bally Speed Boat	275				
U-Select-It, J-74 cap.	65	Bally Toonerville Trolley	245				
		Bally Western Express	345				

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BONGO, 2-Pl.	205
THREE IN LINE, 4-Pl.	210

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BIG LEAGUE BASEBALL	350
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Audioviz Stimulation On Higher Education

AUDIO-VISUAL COMES TO THE COLLEGE CAMPUS—The new Cinejukebox, combining movies and jukebox in the one machine, was an "instant hit" with students at Temple University in Philadelphia, according to Sam Stern, shown pointing to the machine's picture screen. The Cinejukebox not only opened the doors to a new location for his S & S Music Co. operation but also created a demand for the audio visual machine at many other college campus locations in the area, according to Dave Rosen, the unit's manufacturer.

The machine is shown at The Living Room, popular luncheonette located across the street from the Men's Dorm at Temple. Stern, who is also president of the Philadelphia Amusement Machine Operators Association, said the manager of the Living Room (shown with him) was "happily surprised" by the Cinejukebox in attracting a steady flow of students all day and evening to his luncheonette.

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California Clippings

CIRCLE INTERNATIONAL IN THERE PITCHING. . . . Spoke with **Dean McMurdie** and he gave us the run down on who was in for the NAMA showing. **Carl Lawson, Williard Wayne** and **Jack Harper**, all three from the Bay area, were in town for the festivities. **Tommy Thompson** and **Garth Brown**, both from Salt Lake City, in town. **Arnold Cohen** traveled all the way across the country, from his home town of Brooklyn, to be here for the show. **Jerry Marcus, Bob Wright** and **John Pentecost**, represented Rowe at the conference and vending show. Finally got a chance to try out our wings on Bally's new "DeLuxe Fun Cruise." It's a pretty tough game, now that it is minus the flippers but we did well enough to have a tie with Dean. Also tried the other big new pin game from Bally, "Bazaar." Dean says that everyone there is eagerly awaiting the arrival of the new Rowe 212 single cup coffee machine. NEW ALL-TECH POOL TABLES ARRIVE AT STRUVE DISTRIBUTING. . . . **Stan Larsen** reports that they just received their first shipment of these new tables. We have not had a chance to see them yet but we hear that they are a beautiful sight to behold, with their black and red trim. Those vending van kids, **Tony Trampler** and **Jim Lawliss** have again hit the road, this time they are traveling in the Barstow and San Bernardino area. **Cliff Nugent** is covering the Palm Springs and Indio territory. A few weeks back we ran a headline in this column that read "Struve Keeps Striving." We hear that some people on phonorow didn't understand what we meant. Translation: Struve has been busy and they are striving for bigger and better things all the time. We realize that sometimes this column reads a bit like a modern art painting; it has to be interpreted through your imagination rather than be taken on face value. It wouldn't be any fun any other way, right? ? ?

FROM THE RECORD RACKS. . . . **Buddy** (Roving Reporter) **Robinson** of California Music, reports in with the news that "Lady Godiva" by **Peter** and **Gordon** on Columbia, is his top seller in the singles department but "Devil With The Blue Dress On" by **Mitch Ryder** and the **Detroit Wheels**, is still coming on strong. Fast moving album this week is the newest from the **Rolling Stones** on the London label "Got Live, If You Want It." We hear that **Margaret Whiting**, accompanied by promotion man **Irwin Zucker**, were in chatting with Buddy about her new single "Wheel Of Hurt" and her forthcoming album, soon to be released. . . . The **Solle** sisters at Luenhagen, also tell us that Margaret and Irwin stopped in to say hello. The girls tell us that the new **Dean Martin** single for Reprise, "Let The Good Times In" looks like a smash. HERE AND THERE. . . . While visiting with **George Muroaka** of Simon Distributing we also had a chance to talk with **Manny Glass** of Wico Corp. Hear that **Mr. and Mrs. McLaws**, from Australia, were in visiting with the gang at Simon. George tells us that another shipment of phonographs just left for the Far East. . . . During our visit at Wurlitzer, we ran into old friend, **Gary Sinclair**, along with **Paul (Black Bart) Bartow, Ron Pepple** and **Walt Merritt**, who were visiting with **Clayton Ballard**. . . . Talked with **Leo Simone** of Badger Sales and reports that he is still waiting for his first shipment of the much talked about Fischer pool tables. . . . From Duarte International, **Joe Duarte** tells us that he is really scurrying around so as to get all his export order ready for shipping before the end of the year. Sorry to hear that Joe's wife was bitten by the flu bug, we hope by this time that she is up and around. From Advance Automatic we get the good news that **Frank Mancuri** got a clean bill of health after going in the hospital for a check-up. . . . **Dave Solish** of Coin Machine Service gives us the news that they have just opened another branch office, this time it is in Orange County. . . . We hear that another shipment of Valley pool tables is being awaited by **Hank Tronick** and **Al Bettleman**, at C. A. Robinson. Al tells that he will be going to Palm Springs for a few days. While he is there he will be entertaining a number of operators. . . . Visiting ops this week include: **Walt Hemple**, San Fernando; **C. B. Ellison**, Lancaster; **Bill Bradly**, Covina; **Perry Irwin**, Ventura; **Manuel Trevino**, Oxnard.

★ ★ ★

Upper Mid-West Musings

Ted Fischer, Waconia, in the cities for the day picking up parts and records. . . . **Jack Godfrey** in town for the same purpose. . . . Mr. & Mrs. **John Czerniak** in town over the week-end and celebrating their children's wedding anniversary. . . . Mr. & Mrs. **Dean Schroeder** and family taking a few days holiday by driving to the cities for a few days vacation. . . . **Rudy Grahek** and his son in town for the day on a buying trip. . . . **Andrew Markfelder**, Staples, in town for the day visiting friends and doing some Christmas shopping. . . . **Bun Mraz** and Mrs **Mraz** stopping off in Minneapolis for a few hours of shopping before taking off for home after visiting their children in Rochester. . . . **Russell Gherty** in town for a few hours of buying records. . . . **Douglas Smart**, Bemidji, in town for the day buying records and parts. . . . **Gordon Runnberg** in town, also Mr. & Mrs. **Bob Kovanen** and their children in town for the day, Bob making the rounds. . . . **Bill Hunder**, Wheaton, in town for the day. . . . **L. P. Wilbur**, Duluth, in the cities for the day buying records and parts. . . . **Arndt Peterson** has moved from Sanborn to New Ulm, Minn. Much better for his operation. . . . **Vaughn Monroe** at the Manor. . . . Ever **Lovin' Spoonfuls** packed them in at Convention Hall. . . . Our condolences to **Dave Chapman** and his family on the death of his mother who was 85 years old. Funeral services were held Sunday Dec. 4th. . . . The **Noel Hefte's** have moved into their new home.

★ ★ ★

Happy Birthday This Week To:

John H. Mudge, Columbus, Georgia . . . **Eugene S. Phelps**, Midvale, Utah . . . **Al Loudon**, Portsmouth, Virginia . . . **Mike Johnson**, Fresno, California . . . **Ben Swartz**, Brookline, Massachusetts . . . Mrs. **T. R. Styers**, Winston-Salem, N.C. . . . **Ralph Colucci**, Hartford, Connecticut . . . **W. C. Power**, Sioux Falls, S.D. . . . **James G. Smith**, Owensboro, Kentucky . . . **S. Dick DiCiccio**, Yonkers, New York . . . **Felice Spinapolice**, Beacon, New York . . . **Ellsworth L. Hackley**, Savage, Maryland . . . Mrs. **Monterey Overstreet**, Paducah, Kentucky . . . **Geo. W. Haynes**, Murfeesboro, Tenn. . . . **Herbert E. Flath**, Escanaba, Michigan . . . **Joseph R. Bunch, Sr.**, Chattanooga, Tenn. . . . **Charles Ewing**, Evansville, Indiana . . . **Bernard Madison Radford**, Louisville, Ky. . . . **William J. Mashek**, Omaha, Nebraska . . . **Ernest Chevalier**, Windsor, Ont., Canada . . . **John E. Wilson**, Newburgh, New York.

Cash Box, London: Highlights of A.T.E.

(Continued from page 69)

However, it is known that the change of date from January to December was experimental and in the light of overall results the organisers will soon be deliberating on whether or not the November-December date is the most satisfactory one or whether the exhibitors, having experienced both, will wish to revert to the old date for the future.

How Sweet Is It?

Sifers of N.C.A. Speaks on Outlook for Candy Industry

CHICAGO—Burr Sifers, chairman of the board of the National Confectioners Association, issued a statement last week on the year's record candy sales:

"The U.S. candy industry is expected to enjoy its sweetest year on record in 1967 by ringing up anticipated sales of $1.545 billion at the wholesale level, up 3 percent from estimated sales of 1966."

"With estimated sales of $1.500 billion in 1966, candy makers topped sales of the previous year by a substantial gain of 5 percent, according to projections based on statistics compiled by the U.S. Department of Commerce."

"Confectionery production in 1967 may well reach 3.723 billion pounds, also an all-time high and 3 percent greater than the estimated 1966 poundage of 3.615 billion pounds, which, in turn, was about 4 percent greater than 1965 production."

"If predictions for next year are realized, 1967 will mark the 10th successive year of record-breaking sales for the candy industry and the 12th successive year of record production highs."

"Among the important factors which have contributed to the candy industry's healthy economic condition are steadily rising disposable personal income; the continued growth of the U.S. population, characterized by an above-average growth rate of the candy-consuming teen-age segment; and the industry's increasingly heavy emphasis on marketing, merchandising, and promotion."

"The steady advancement of disposable personal income in the U.S., accompanied by a corresponding rise in food expenditures, is a favorable trend for all food processors, including candy manufacturers. Disposable personal income rose 8 percent in the first nine months of 1966, as compared with the same period in 1965."

"Then, too, the market for confectionery and other food products is steadily being enlarged as the nation's population grows by about 1.2 percent annually. Even more important from the viewpoint of the candy industry is the 3.5 percent annual rate of growth of the 14-to-20 age group, considered to be among the country's most ardent candy-lovers."

"Within the industry, itself, the rapidly accelerating trend of major food, tobacco, and other corporations to acquire candy firms is also playing a vital role in the industry's solid sales and production gains."

"The entrance into the candy field of such corporate giants as Pet Milk Co., Standard Brands, Inc., Beatrice Foods Co., P. Lorillard Co., U.S. Tobacco Co., Philip Morris, Ltd., and W. R. Grace & Co., has had the bracing effect of pumping more dollars into product research and development, marketing, research, packaging, merchandising, promotion, and advertising."

"Mergers of candy firms with these and other large multiline companies have, in addition, resulted in more confectioners distributing their products on a nation-wide basis, rather than locally or regionally."

"Another 'plus' factor working for the candy industry is the aggressive national public relations program sponsored by the National Confectioners Association on behalf of the entire industry."

"Launched in March 1965, the NCA's industry-wide PR program is designed to promote the positive values of candy as a wholesome, delicious and convenient energy and fun food, perfect for dessert and snacks for people of all ages and walks of life."

"Of course, not all aspects of the confectionery outlook are sweet. For example, the unfavorable import-export balance of past years is expected to continue in 1967."

"Imports of chocolate candy and other candy into the U.S. for the first seven months of 1966, valued at $15,828,000, were 15.6 percent greater than in the same period a year earlier. Exports, on the other hand, valued at $3,391,000, dropped 14.3 percent."

"World export markets continue to be limited for U.S. candy makers, primarily because of restrictive foreign trade regulations and the higher costs of raw materials here, in comparison with prices paid by foreign competitors."

"Other negative factors which could affect the candy industry adversely include the spiraling costs of labor and packaging materials, the shortage of skilled and semi-skilled labor, and the ever-increasing competition from snack foods, soft drinks, and diet foods and beverages."

"On balance, however, it would seem that the positive factors and trends shaping the industry's future outweigh the negative, with 1967 promising to be the best year in the history of the candy industry."

Indiana Vending Ops Organize: NAMA

CHICAGO — Indiana vending operators and suppliers organized a State Council in Indianapolis Friday, November 18, and will affiliate with the National Automatic Merchandising Association, Thomas B. Hungerford, NAMA executive director, announced today.

Members of the Indiana Vending Council, Inc., named Richard D. Courtney, Servomation of Indiana, Muncie, president of the newly formed group. Other officers are Charles E. Bertsch, Bertsch Vending Company, Inc., Warsaw, vice president; Earl Dixon, Indiana Vendors, Inc., Indianapolis, secretary; and Orval J. Fetters, Automatic Dispensers, Inc., Richmond, treasurer.

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Gold Crest 8 (57"x101")
Gold Crest 9 (64"x114")
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Batti Car Kiddie Ride
Chuck Wagon
Sante Fe Express
Fire Engine
Stage Coach
Indian Scout
Satellite Explorer
Helicopter

AMERICAN MACHINE & FOUNDRY CO.
American Speedway
Little Indy

AMERICAN SHUFFLEBOARD CORP.
Electra "6" 6' (6-pkt. table)
Electra "7" (7' 6-pkt. table)
Electra "8" (8' 6-pkt. table)
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Classic "7" (7' 6-pkt. table)
Classic "8" (8' 6-pkt. table)
Imperial Shuffleboard (16' to 22')
Imperial Cushion Model (12')
Bank Shot Model (9')
Shuffle '88'

AUTOMATICS PRODUCTS COMPANY
Smokeshop "Satellite" 630; 18 Sel. Cap. 630
Smokeshop "Satellite" 850; 27 Sel. Cap. 850
Smokeshop Modular "900"; 18 Sel. Cap. 900
Candyshop "100" Ten Columns 400 Capacity—Candy; Six Columns, 200 Capacity—Gum & Mint. First in-First out Feature. Multiple Pricing. Changemaker Optional.

AUTO-PHOTO CO.
Model 12 Studio

BALLY MFG. CO.
Loop The Loop 2P (9/66)
Campus Queen 4P (8/66)
Six Sticks 6P (3/66)
Folies Bergeres Bingo (11/65)
1966 Bally Bowler (4/66)
Deluxe Fun Cruise 1P (11/66)
Bazaar 1P (11/66)

CHICAGO COIN MACHINE
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Hula-Hula 2P (5/66)
Imperial Puck Bowler 6P (9/66)
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V-Back Shuffleboard

COLOR-SONICS, INC.
Colorama 2600
Combo 152 (To be released)

DANCARR MUSIC
Wallbox conversion unit

DuKANE CORP.
Ski 'n Shore
Grand Prix Raceway
Tag-It

FISCHER MFG. CO., INC.
COIN
Empress 101 (101")
Empress 92 (92")
Regent 91 (91")
Regent 77 (77")
Fiesta 58
Regent 77C (77" x 45" x 31½")
Regent 86C (3' x 6')
Regent 91C (92" x 52" x 31½")

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Double Header (12/62)
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ABT Challenge Pistol
ABT Guesser Scale
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Dancing Lady 4P (11/66)

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INTERNATIONAL MUTOSCOPE
Photomatic 60's
Plasti-Matic
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IRVING KAYE CO., INC.
NON-COIN MODELS
Deluxe Continental (4½'x9')
Ambassador 70 (85"x47")
Ambassador 75 (92"x52")
Ambassador 80 (106"x58")
Ambassador 90 (114"x64")
COIN-OP MODELS
Deluxe Eldorado "66" 6 Pkt. Series
Mark I, 77x45
Mark II, 86x48
Mark III, 92x52
Mark IV, 106x58
Mark V, 114x64
Deluxe Satellite, 77x45
Deluxe Klub Pool
Regular 56x40
Jumbo 75x48
Ring-O Round Pool Table (56" diameter)

MARVEL MFG. CO.
Side-Rail Elect. Scoreboard
Coin Box
Cross-mount Scoreboard

MIDWAY MFG. CO.
Captain Kid Rifle (9/66)
Premier Puck Shuffle (4/66)
Little League Baseball
Mystery Score (8/65) (Novelty Game)

MONDIAL INTERNATIONAL
Mondial Shoeshine

NATIONAL SHUFFLEBOARD & BILLIARD CO.
COIN-OP MODELS
Coronet I 46x78
Coronet II 52x92
Coronet III 59x105
Coronet IV 63x113

PATTERSON INT'L CORP.
Foosball Match
Flip Match
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ROCK-OLA MFG. CO.
Caravelle (20 Col. 800 Packs) Model 3002 Cigarette Machine .....
Model 433 GP/Imperial phonograph. 160 selections, 45-33rpm stereo-monaural intermix. Console size.
Model 432 GP/160 phonograph. 160 selections, 45-33rpm stereo-monaural intermix. Compact size.
Model 431 Coronado phonograph. 100 selections, 45-33rpm stereo-monaural intermix. Compact size.
Model 430 100-Sel. Wall Phono (33-1/3 Optional).
1628 Deluxe "Stereo Twins" Speakers .....
1631 "Stereo Twins Jr" Speakers .....
1984 Remote Volume Control Unit .....
Model 500 160-Sel. Stereo Speaker Wallbox 3 level personal pushbutton volume control .....
Model 501 100-Sel. Wallbox .....
500F 160-Sel. Wallbox (50¢ chute) .....
501F 160-Sel. Wallbox (50¢ chute) .....
502 Universal Wall Box Bar Bracket .....
1989 Money Counter for Model 418-SA, 424, 425, 426 .....

DAVID ROSEN, INC.
Cinejukebox (audioviz)
Phono-Voice Recorder

ROWE MANUFACTURING
PHONOGRAPH
Rowe AMI "Music Merchant"—Model MM-1 without dollar bill acceptor. Model MM-2 with dollar bill acceptor. "Stereo-Round" Musiconsole—3-in-1 programming—200-160-100 selections—personalized panel. Album and single record pricing accepts dollar bills, half dollars, quarters, dimes and nickels. Plays 33-1/3 and 45 r.p.m. records intermixed, stereo or monaural. Phonovue 120-sel. audioviz component.
MUSIC EQUIPMENT
Wallbox—"Wall-Ette" #WRA and #WRB—remote 200 selection "Stereo Round" speaker wallbox. Height 13⅜". Width 16½". Depth 6¼". Push-button volume control. Exclusive waitress call light button. Twelve album display merchandisers. Persnalization panel. Half dollar chute. Twin 30° angle stereo speakers. Unitized selector and speaker assembly. Flip-out title page unit. Swing-out, lift-off door. Can be serviced from rear or front. Plug-in components.
HJG—Hideaway—selective stereo—200 sel.
HGG—Hideway—selective stereo—160 sel.
HHG—Hideway—selective stereo—100 sel.
R—2092-A — Discotheque Speakers — Console Cabinets.
EX-401—Wall Speakers.
BACKGROUND MUSIC SYSTEMS
Customusic Programaster—background tape music system—60 hours of continuous music. Exclusive featue avoids repeating selections in same sequence. Three exclusive libraries—commercial, atmosphere, and production. Available in tape or 9" records.
CMR-1 Message Repeater—self-contained record playback device for automatically making in-store announcements.
270—Celebrity First In—First Out; 440 candy, 200 gum and mint capacity. Also pastry columns; changemaker.
277—Celebrity—11 columns, 340 items capacity.
77—Candy Merchandiser—11 columns. 340 items—changemaker. Small cabinet model.
CIGARETTE VENDORS
160—Rowe Riviera Cigarette Console—20 columns, 800-pack capacity. Electric coin mechanism with mechanical totalizer—personalization panel. Save-a-match feature.
260—Celebrity Cigarette—20 columns—800 packs. Same featues as Riviera in Celebrity cabinet.
286—Celebrity Cigarette—14 columns, 510 packs. Manual coin mechanism with mechanical totalizer.
86—Cigarette Vendor—14 columns, 510 packs. Manual coin mechanism with mechanical totalizer. Small cabinet model.
DOLLAR BILL CHANGERS
6—Dollar Bill Changer. World's first dollar bill changer. $150 and $300 capacity. Heavy duty floor model.

THE SEEBURG CORP.
PHONOGRAPHS
Seeburg Stereo Showcase
160-selections, 33-1/3 and 45 rpm, stereo-mono play, rotating album display, optional dollar bill accepter and Income Totalizer System, balanced tone arm transistorized.
HLPC-1—Stereo LP Hideaway. 160 selections (Up to 480 selections with all album programming). Income Totalizer. Plays 33-1/3 and 45 RPM records intermixed. Album and universal pricing.
SC-1—Stereo Consolette. 160 selections. Used for remote selection of any record on LP Console or Hideaway. Personalized panel. Album display panel. Album pricing. Push-button volume control. Twin stereo speakers. Remote Income Totalizer. Polished chrome or copper finish.
EBCS-1—Extended Bass Consolette Speaker. Provides full range stereo response in conjunction with Consolette speakers.
SC-11—Stereo Communication Consolette. Consolette serves as Intercom.
CIM-1—Consolette Intercom Master Unit. Used with Stereo Communication Consolette.
BACKGROUND MUSIC
ICK-1—Intercommunication Consolette Kit. Converts Stereo Consolette to Stereo Communication Consolette.
BMS-2—Background Music System 1000 Selections.
BMC-1—Background Music Compact, 1,000 Selections.
BMCA-1—Background Music Companion Audio. Used with Background Music Compact (BMC-1)
MPE-1—Electronic Memory Programmer. Used with the Background Music Compact (BMC-1) to insert special announcements and commercials into the background music program.
SABMC-1—Seeburg Automatic Background Music Center. For use with FM Multiplex Telephone Lines and On-Premise Locations. Total of 112½ hours of music.
SEP-1—Seeburg Encore Phonograph. 760 Selections of Foreground Music.
CANDY VENDORS
W10CN1-Mechanical. 10 Selections. 220 bar capacity.
W8TIG—Mechanical 8 Selections. 152 bar capacity.
CIGARETTE VENDORS
4E6—Electric. 22 Selections. 825 pack capacity.
W20T1—Mechanical. 20 Selections. 672 pack capacity.
W14T1—Mechanical. 14 Selections. 510 pack capacity.
MCC-20—Mechanical. 20 Selections. 720 pack capacity.

TEL-A-SIGN
Scopitone audio-visual machine.
26-inch screen, 36 film selections, continuous reel-to-reel 16mm projection system, 15 watts sound power.

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"100" (78 x 46)
"200" (88 x 51)
"300" (93 x 53)
"400" (103 x 58)
"500" (114 x 64)

URBAN INDUSTRIES
Movie Theaters
Model AP-10
Panoram

U.S. BILLIARDS, INC.
Electro-Pool, Electric Pocket Billiard Game.
6 Pkt. Series:
Pro 1—78x46
Pro 2—88x51
Pro 3—93x53
Pro 4—103x58
Pro 5—114x64
Club Pool
56x40
75x43
Coin-A-Copy (Photocopy unit)

VALLEY SALES CO.
Bumper Pool®
Model 522S/W Reg. Size
Model 785A—78x45
Model 875A—88x50
Model 935A—93x53
Model 1035—100x57
El Magnifico Series
Model 884—88x50
Model 934—93x53
Model 1014—101x'7

WILLIAMS MFG. CO.
Casanova 2P (12/66)
Encore Puck Bowler (9/66)
Hot Line 1P (9/66)
Aztec Bowler (9/66)

THE WURLITZER COMPANY
PHONOGRAPHS
Americana Model 3100
200-selections, stereo-mono, solid-state amplifier, 25 watts per channel panoramic pictorial dome panel display or optnonal dollar bill acceptor, Golden Bar feature.
REMOTE CONTROL EQUIPMENT
5220 Wall Box 200 Selection-10¢-25¢-50¢ with L.L.P.
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5123 Speaker—Wall 12" Coaxial
5125B Speaker—Extender (Packed in Pairs)
Speaker—Directional (Packed in Pairs)

A Profile On
James Tolisano: Fast Answers, Concentration

(Continued from page 65)

well. I think that you should appoint an objective man to do the legwork and make the telephone calls and go see the legislators. Now, the usual operator reply is, "We can't afford it". Well, they *can* afford it and it's the best investment they'll ever make. Take Fred Granger for an example. I think he's the best thing that ever happened to MOA.

Q. What are some of the other reasons?

A. Some associations don't meet often enough. If you can get operators to meet—it depends on the geography of your state. Like Florida, Texas, New York, California are large states and the answer there, I think, is to break down the association into smaller groups for the various sections of the state, so that people in one section can meet conveniently. I find that by breaking bread with your fellow operator you get a lot more done. Lack of coordination and cooperation between the operators is the core of the problem, and it affects the association.

Q. You've said that you have several programs in mind for next year. One of them is get together with the one-stops.

A. Yes, that's right.

Q. How is that going?

A. Well, it's too early to talk about it yet. We are working on it. It's in the planning stage, but we are working on it.

Q. John Wallace said in Washington last March that one of the projects was a national survey of the industry. Is that going ahead; is it scheduled for 1967?

A. Definitely. Unless some emergency comes up we intend to do a national survey. As a matter of fact I have a letter here, I was reading it just before you called. It's a request from the Census Bureau for some up-to-date facts and figures on the types of machines, the average yearly collections and so on. We're going to do a survey—as you mentioned, we have wanted to do it for some time. We ourselves would like current, accurate figures, and if we can help the authorities at the same time, it's in good taste and it's good public relations. I think it would not only help the authorities but it would also help the industry itself, the manufacturers, distributors and operators. I don't think this industry has ever really undertaken a complete national survey. And it would help us with the copyright problem when it comes up for discussion.

Q. Speaking of that, how do you think the situation looks for next year in Washington? Trouble?

A. Well, I'll give you a fast answer on that. No more and no less than we've ever had. I feel we have as much going *for* us as some people seem to think we have going against us. I think that when it's folded up and put to bed we'll be all right. The new year will bring some new notes on this.

Q. What about operator attitudes to the copyright problem?

A. Well, frankly, I am amazed at some of the operators and how they are either uninformed or confused a[bout] it. We've sent out hundreds about [of] mail[ing] pieces and the trade publications have gone into the problem in [de]tail on all its aspects . . . and yet [so] operators still don't really understand what it's all about and what's going on. I talked to a group of operators recently who thought the bill had been passed. I don't know what causes the confusion. It's certainly not a lack of information.

Q. A lack of concentration?

A. I guess that's the way to describe it.

Q. Well, thank you for your time and congratulations on your election.

A. Thank you. I know that MOA is a wonderful organization and I'll do my best to keep it that way.

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Fred Walters Dubbed General Sales Mgr. For Philly American Shuffle

PHILADELPHIA—The appointment of Fred Walters as general sales manager at the Philadelphia American Shuffleboard & Billiard Co. was announced last week by the firm's president Bill Lennox. Walters, a veteran in coin machine sales, spent nearly 25 years in the employ of the Banner Specialty Co., the last few years of which as a vice president.

In making the appointment, Lennox cited Walters' genial affability and sales prowess as two presonality factors which have been responsible for the latter's enviable record over the years. "Fred is easily one of the best known coinmen in the East, possibly in the entire country," Lennox stated, "and his leadership in our sales department will be a great asset."

The Philadelphia American Shuffleboard Co. handles exclusively those products manufactured by American Shuffleboard in Union City, N.J.

Seeburg Shows New 50¢ Consolettes

(Continued from page 65)

new U.S. mint reserves and facilities will make vast quantities of the large coin available shortly," he said. "We are dedicated to helping operators make more money through coin equipment that has the widest scope of acceptance. Just as our dollar bill acceptor has been an overnight sensation on our Stereo Showcase phonograph because it increased income for the operator, so will the new Stereo Consolette pull in extra income with its audio control and its ability to take half dollars, in addition to dimes and quarters," the Seeburg vice president stated.

The new Consolettes are identified by Model No. SCH-3 Antique Brown Finish and SCH-1 for Chrome Finish. Seeburg recently created the antique brown finish so that Consolettes would blend in with the decor of many locations that were utilizing wood finishes. "This new finish, which was introduced last April, has already secured hundreds of locations for operators that the "Chrome" concept would not have secured. Seeburg Consolettes give the operator a choice of finishes so that he has an extra selling point in obtaining locations or turning a simple phonograph location into a Consolette location," said Prutting. "The operator needs as many selling features as possible when he goes to talk to a location. That's why Seeburg continually comes up with the extra features that are saleable and profitable," he concluded.

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MISC.

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NEW *Super* BONUS

Open-and-Closed Flippers are only one of many new money-making features crammed into BAZAAR. Another is the exciting new ball-to-ball carry-over Super-Bonus, which advances each time all four L-U-C-K Lamps are lit by skill, scores Points, Replays or Added Balls.

Another play-boosting feature is the tantalizing Red Arrow action, constantly shifting score-value of Bumpers . . . and big-score Top Rollovers, which jump from 10 to 200, 100 or 50 on Rebound bounce-off . . . and easy-open Free-Ball Gate, which opens when center Top Rollover is hit or Gate-Bumper is hit with Red Arrow lit . . . and . . . **but you've got to see and play BAZAAR to get the feel of the Busiest, Brightest Bally "B" game ever built. See BAZAAR at your Bally Distributor now.**

New **SNAP-OUT SCORE COUNTER UNITS**

STANDARD *Model*

ADD·A·BALL *Model*

Bally®

$ingle PLAYER

Bazaar

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New ROWE AMI Music Merchant WITH THE EXCLUSIVE CHANGE-A-SCENE

NOW...a phonograph you update right on location! Change-A-Scene is a Rowe AMI "first"...the *exclusive* feature that gives you a choice of *interchangeable* front panels. Breaks the monotony...helps the phonograph *stay* appealing to the location longer. Just change the scene...and it's almost a new phonograph! They're economical and easy to change...you can do it in minutes, right at the location. These play-inviting scenes are in exciting, super dimenso-vision color. Natural light, rather than black light, maintains the location's atmosphere. Bright, back-lit colors pop out from these panels... giving the Music Merchant an eye-catching, money-drawing appeal that location owners simply can't resist.

NEW DOLLAR BILL ACCEPTOR

Another Rowe AMI "first"...the super merchandising feature that really sells music in quantity! Customers are wild about it! *Rejects all paper currency except dollar bills.* Money-makin'est, money-takin'est feature ever!... completely test-proven, absolutely reliable. Brought to you by the company that spent almost 10 years pioneering and perfecting the *original* Dollar Bill Changer.

"PLAY-ME" TALKING RECORDS

They've increased location play by over 40%! You get a phonograph that "talks" to your customers...invites 'em up to play. They're *original* recordings featuring Rowe "personalities" *and* the country's top jukebox stars talk directly to the location's customers...first class entertainment. Phonograph has special timer—pre-set to play after a dead-time interval you choose.

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